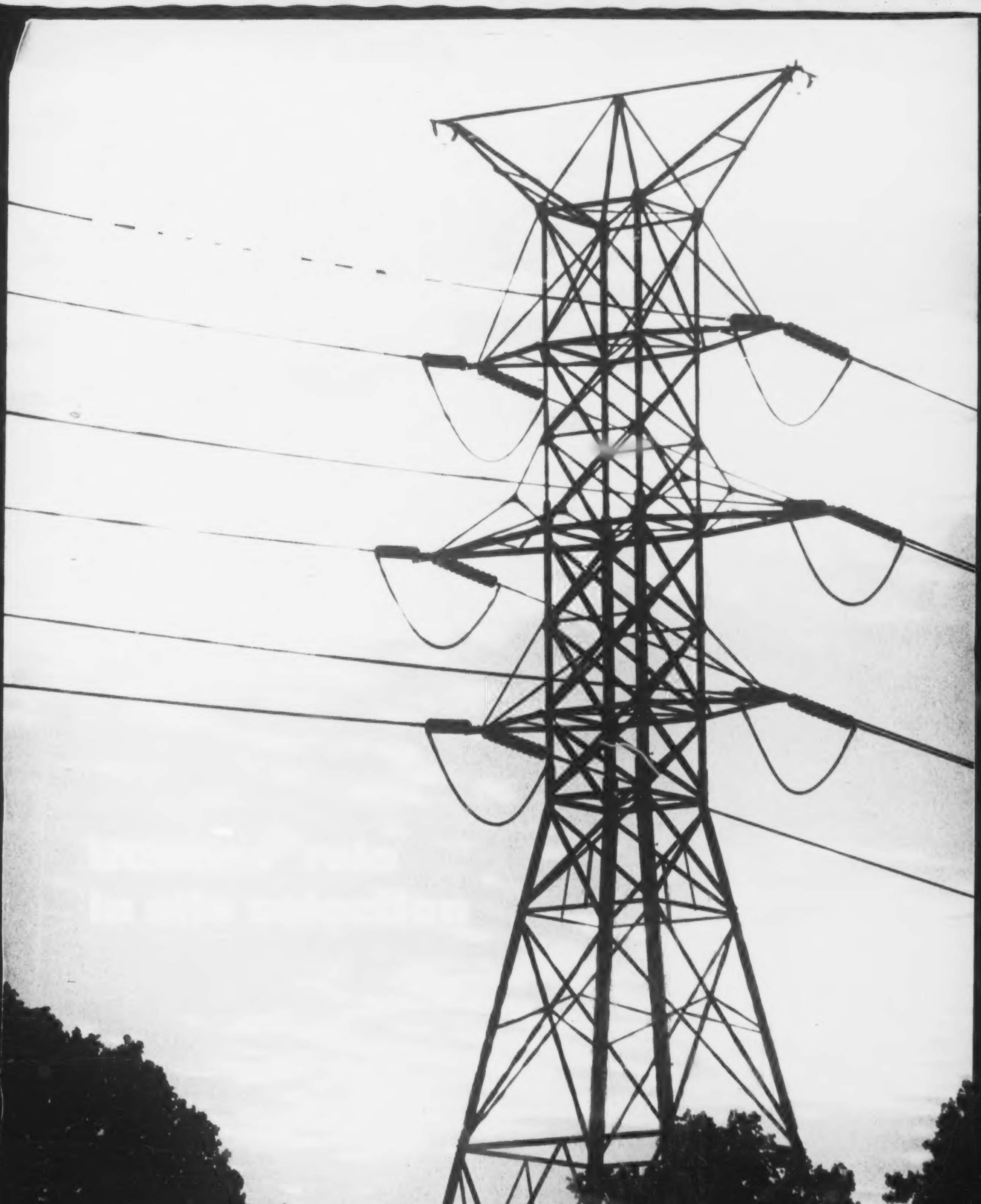

- Special report [illegible]
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- Regional reviews
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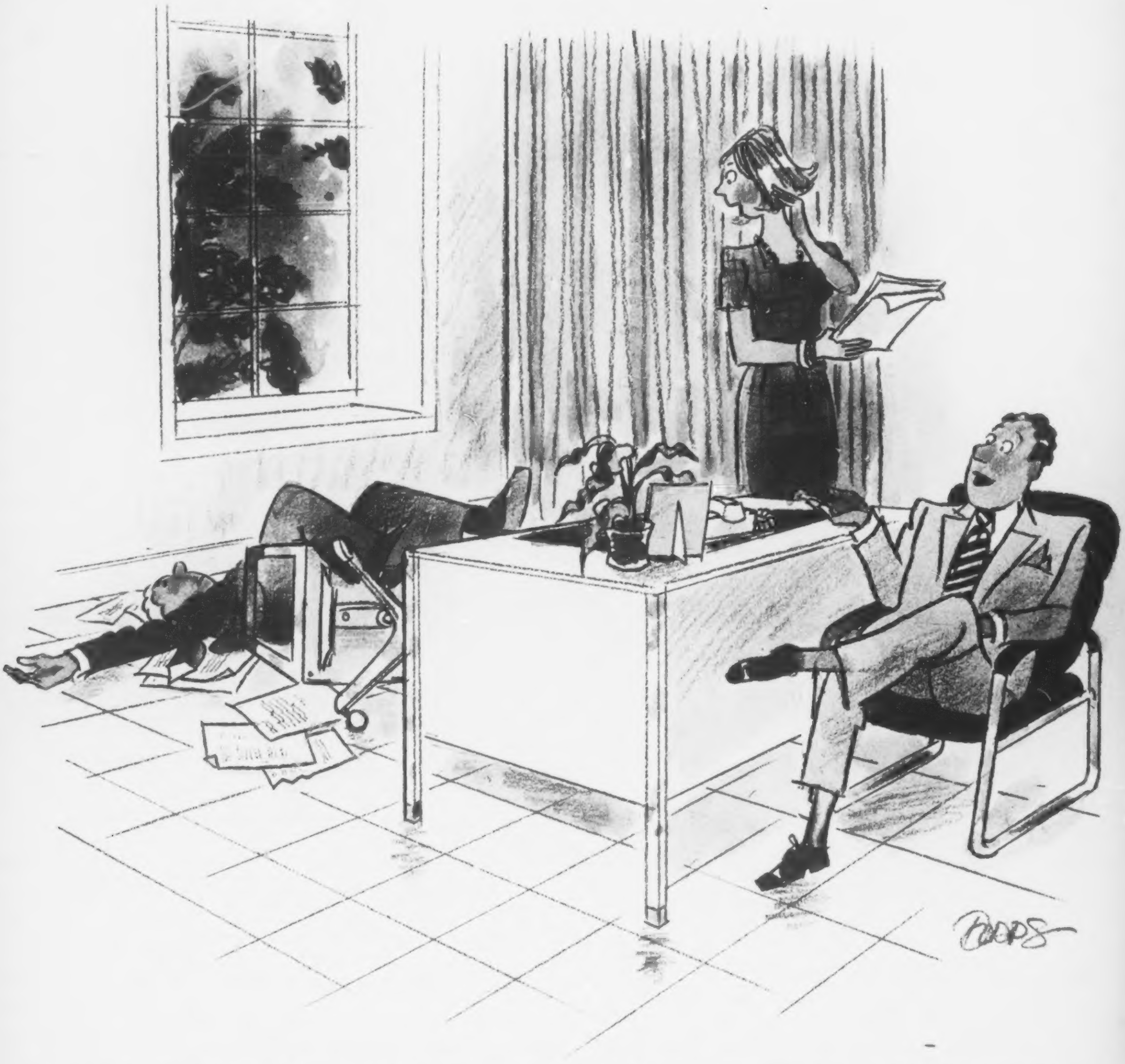

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TABLE OF CONTENTS

FEATURE ARTICLES

Electric utilities' role in site selection.......... 6
By Paul J. Hockersmith and William R. Latham, III. Investor-owned electric utilities offer a surprising number of services and discounts to site selectors locating in their areas.

How to choose a new site 14
Timpte, Inc., searched long and hard for a new site before it relocated to Wayne, Nebraska. There are lessons to be learned from Timpte's experiences.

Associations 22
Looking for a contractor? parking-ventilation information? information on fuel-source options? Try contacting the experts at the various associations. This list tells you how.

North Carolina: a better business climate ...83
The tenth-most populous state in the U.S. has a lot to offer a relocating company. Find out why it leads the southeast in job creation, among other things.

ADVERTISERS INDEX and BROCHURE SERVICE Back of Book

SOURCES 25

TRANSPORTATION INDEX

Ports 28
Railroads 31
Foreign Trade Zones 33

UNITED STATES SECTION

Alabama (AL) 125
Alaska (AK) 192
Arizona (AZ) 177
Arkansas (AR) 160
California (CA) 193
Colorado (CO) 179
Connecticut (CT) 40
Delaware (DE) 68
Florida (FL) 71
Georgia (GA) 76
Hawaii (HI) 198
Idaho (ID) 181
Illinois (IL) 110
Indiana (IN) 102
Iowa (IA) 142
Kansas (KS) 144
Kentucky (KY) 129
Louisiana (LA) 164
Maine (ME) 43
Maryland (MD) 79
Massachusetts (MA) 44
Michigan (MI) 107
Minnesota (MN) 148
Mississippi (MS) 132
Missouri (MO) 150
Montana (MT) 182
Nebraska (NE) 154
Nevada (NV) 184
New Hampshire (NH) 47
New Jersey (NJ) 52
New Mexico (NM) 187
New York (NY) 55
North Carolina (NC) 83
North Dakota (ND) 156
Ohio (OH) 116
Oklahoma (OK) 174
Oregon (OR) 199
Pennsylvania (PA) 61
Puerto Rico (PR) 202
Rhode Island (RI) 48
South Carolina (SC) 96A
South Dakota (SD) 158
Tennessee (TN) 134
Texas (TX) 166
Utah (UT) 185
Vermont (VT) 49
Virginia (VA) 96B
Washington (WA) 201
West Virginia (WV) 98
Wisconsin (WI) 121
Wyoming (WY) 189

CANADA SECTION

Alberta 204
British Columbia 205
Manitoba 207
New Brunswick 208
Newfoundland 209
Nova Scotia 210
Ontario 211
Prince Edward Island 214
Quebec 214
Saskatchewan 216

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Cover photo courtesy of Baltimore Gas and Electric

A LETTER FROM THE PUBLISHER

This PLANT LOCATION 1988 issue is your one-volume reference for plant and office location. It gives all the economic information your firm needs to begin its search for the perfect site—without tipping your hand at an early stage to local officials, property owners, and real estate interests. Information on vital areas like labor. . .utilities. . .transportation. . .financial assistance. . .development contacts. . .metropolitan statistical areas, plus much more, are available to you under one cover in an easy-to-use, state-by-state format.

Complementing our extensive statistical coverage are articles highlighting practical issues important to the site seeker, as well as regional business trends.

Before your company can expand or relocate there are many questions that must be answered and basic requirements that must be met. Data must be gathered and contacts must be made. PLANT LOCATION simplifies the search for you by presenting the basic information clearly and precisely. This enables you to start your search *before* you tip your hand.

The advertisers in PLANT LOCATION are experts who are ready to assist you in gathering more information on their areas in a professional and confidential manner. Contact them direct or just pull the easy-to-use bingo card in the rear of the issue and circle the number of the area you want more information on, we'll do the rest.

I hope this issue will help you in your new location plans or in planning your new markets. Happy hunting.

Sincerely,

Arthur J. McGinnis Jr.

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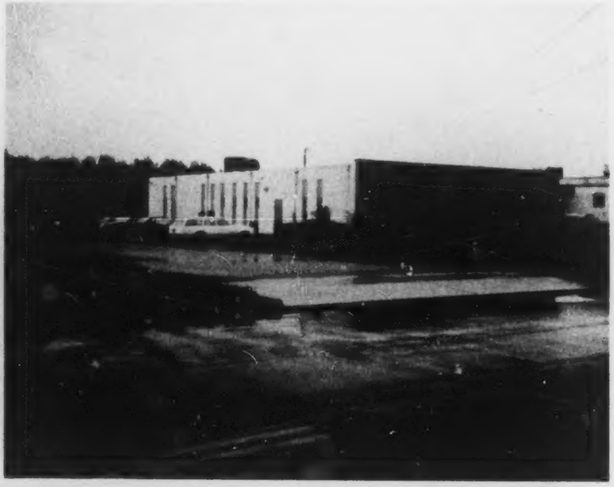

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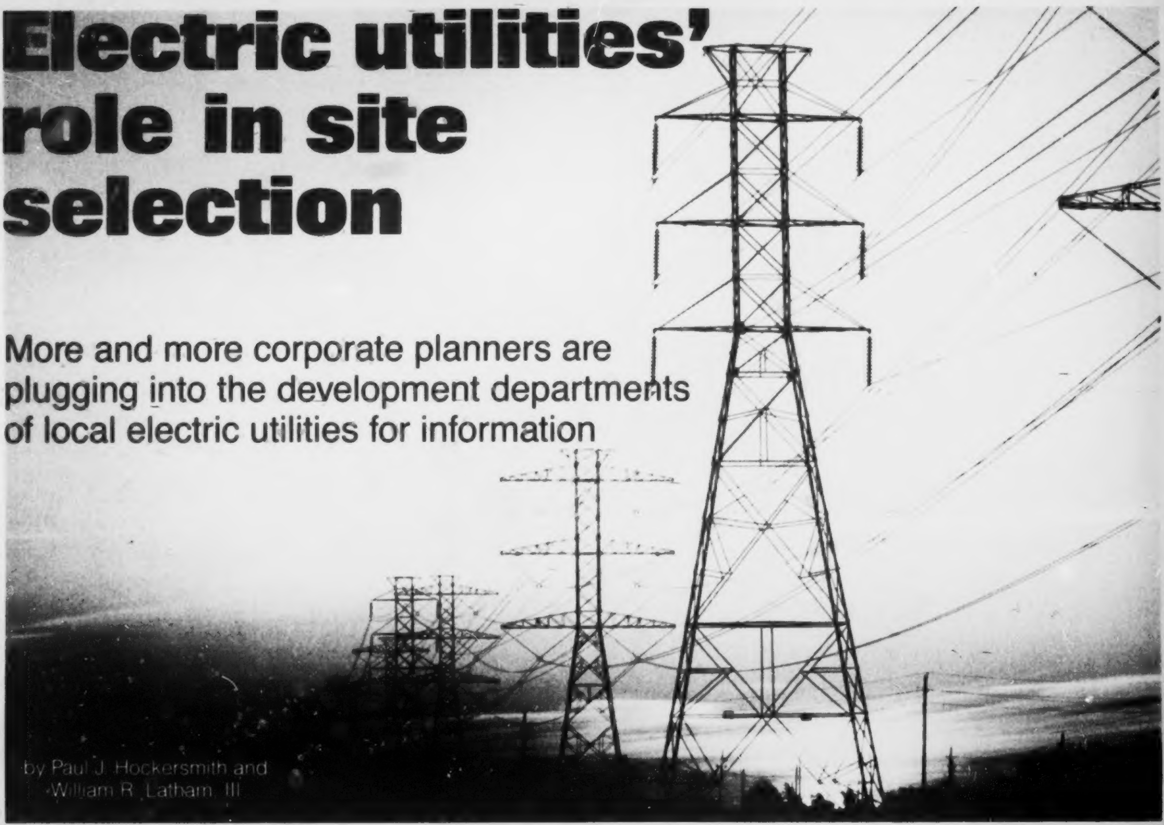
Electric utilities' role in site selection



More and more corporate planners are plugging into the development departments of local electric utilities for information

by Paul J. Hockersmith and
William R. Latham, III

A poorly made site-location decision can spell disaster for both a company's financial statements and a corporate planner's career. To avert this, planners know the importance of finding accurate, timely, and confidential information on which to base a correct locational decision.

While requirements vary from project to project, the information a planner or site seeker needs usually falls into the following categories: the availability, cost, and quality of labor, transportation, utilities, sites, buildings, and financing programs; the proximity and size of markets; zoning and other regulatory items; taxes; education; business climate; and intangible quality-of-life factors.

There are many sources that have access to this information: state, city and county development agencies; industrial realtors; chambers of commerce; and railroads, to list just a few.

But among the best sources of location information are the economic development departments of investor-owned electric utilities. These departments provide information in complete confidence, are professional, share the corporation's interests, can provide information on multiple sites, and can sometimes lower the cost of doing business.

Remember that a utility has been an important part of its operating area for many decades. In order to survive and prosper, it has had to communicate daily with both private- and public-sector leaders, and so it knows and understand the area extremely well. In addition, utility companies often own large amounts of real estate and are familiar with zoning procedures. And, their employees are usually encouraged to participate in civic organizations to become aware of local problems and to find out how to solve them.

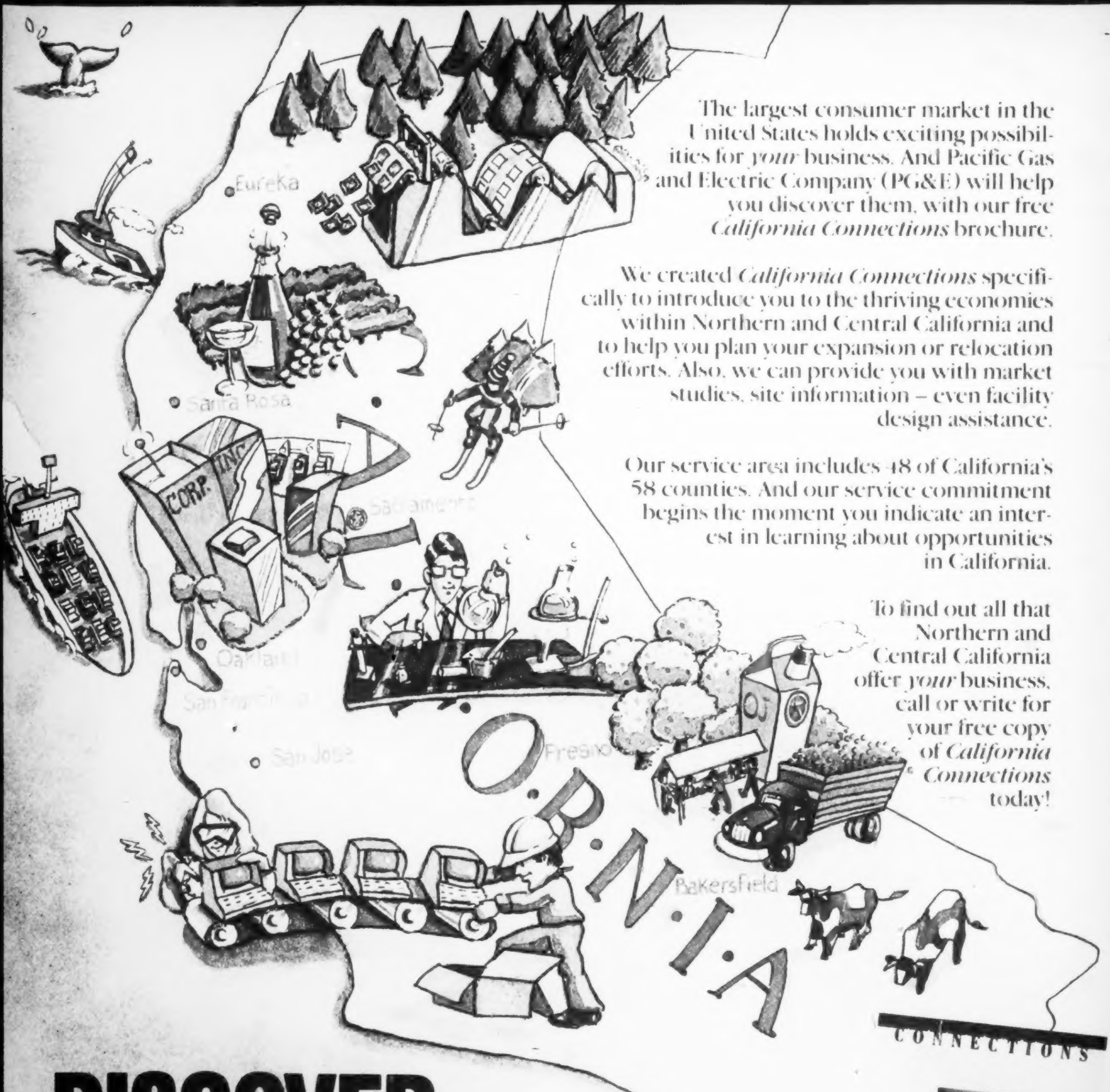
The following describes ways in which investor-owned electric utilities can be valuable allies in the site-selection process.

Utility personnel. Other than during the energy crisis of the early 1970s, most utilities have exerted fairly constant levels of effort toward economic development in recent decades. This continuous effort, coupled with frequently higher pay scales than in public-sector development agencies, means that many individuals stay in their economic development positions at utilities for long periods of time.

This continuity of personnel offers benefits to the facility planner, who, during the sometimes long years between the inception and announcement of an industrial project, may need a continuous dialogue with a local source of information. If the source has a stable staff, the planner does not have to establish working relationships with new contacts over and over again.

In addition, investor-owned utilities are insulated from the affects of turnovers in political leadership. They don't have the problems that public-development agencies have when newly elected officials come in and completely reverse both the development direction and staff of their predecessors.

Confidentiality. Another important characteristic of utilities is their ability to maintain confidential relationships with their clients. There are several reasons for this. First, investor-owned electric utilities, unlike public-development agencies, are not affected by the "sunshine," "open-meeting," or other laws that subject all business conducted by public agencies to public scrutiny. Second, individual customers' accounts are private matters between the utility and the customer, and this confidentiality carries over quite naturally into the relationships



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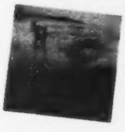

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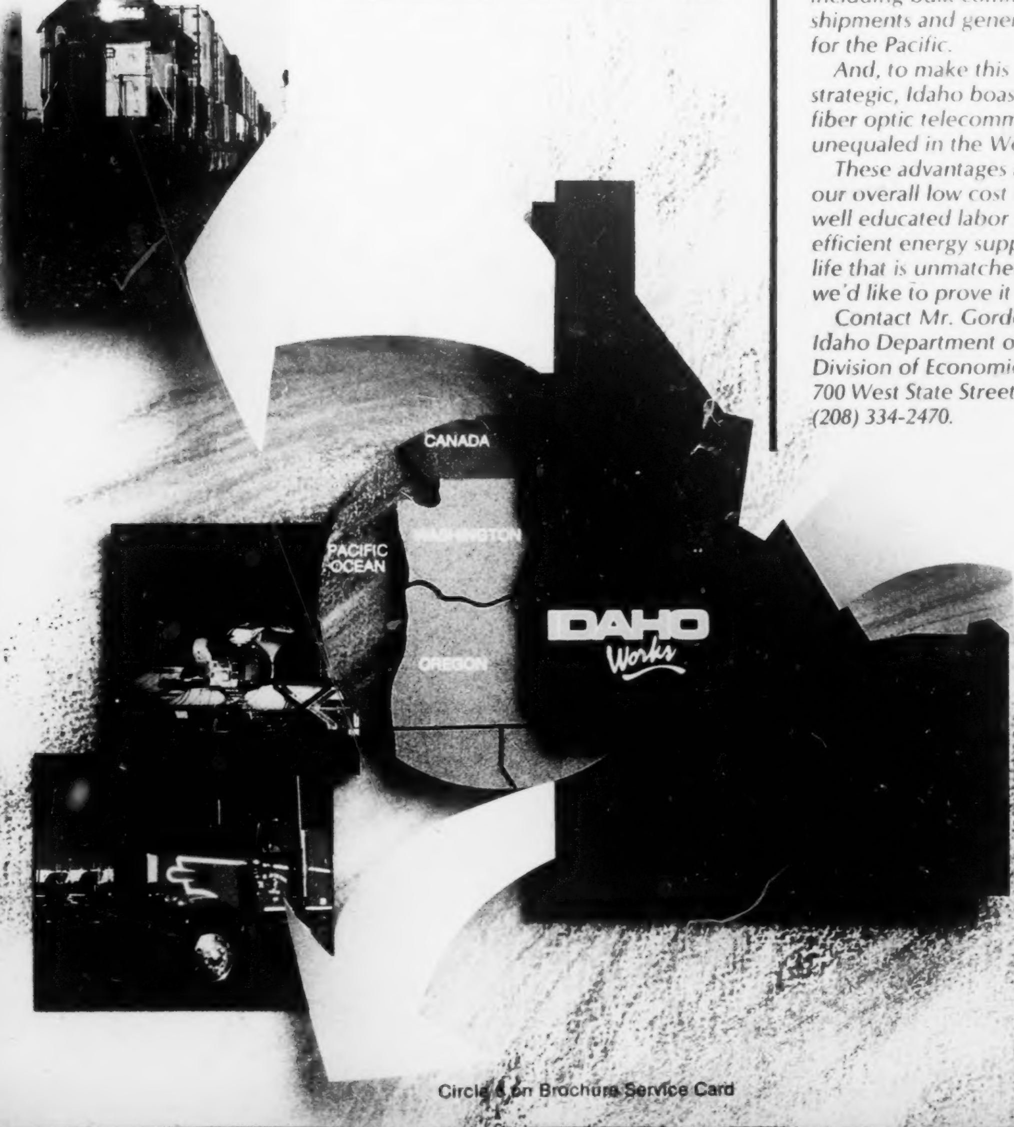

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between the utility and the economic development client.

A third reason for confidentiality being more easily maintained with utilities than with any public or nonprofit agency is that in a utility, the personnel have no incentive to prove their effectiveness by boasting to their constituency of who their prospects are. Unfortunately, individuals in public agencies often give in to this temptation.

Varied geographic data. The scope of geographic data compiled by public agencies is almost always limited to the agencies' jurisdictions—usually involving specific counties, cities, school districts, or states. In a few instances an electric utility's service area is almost the same as a major political jurisdiction for which data are collected; for example, the boundaries of Georgia and Alabama are almost the same as the service territories for Alabama Power and Georgia Power.

However, most utility service areas are different from any collection of major political jurisdictions, which presents possibilities. A firm only interested in south Texas would get specific information on the area from Central Power and Light of Corpus Christi. A firm interested in learning of conditions on the Delmarva Peninsula (which comprises all of Delaware and the eastern shores of Maryland and Virginia) would be well served by contacting Delmarva Power and Light of Wilmington, Del. Pacific Power and Light, Portland, Ore., would have valuable insights regarding California, Oregon, Washington, Idaho, Montana, and Wyoming, all of which encompasses a portion of that firm's service area. Indianapolis Power and Light is narrowly focused on the Indianapolis metropolitan area, and the Cape and Vineyard Electric Company's interests cover the Cape Cod region of Massachusetts—both are experts and offer useful information on their areas.

Sometimes a source's geographic interest in an area is less important than its constancy of interest in the area. A utility has a strong interest in all parts of its territory, whereas an industrial realtor or a development corporation may only reveal information about those sites in which they have a financial interest. Even some public agencies may not equally represent all parts of their geographic jurisdictions; for example, a political decision to promote urban enterprise zones may result in some development officials focusing almost exclusively on these areas.

Professionalism. Since 1973, average electric rates have increased dramatically because of higher fuel costs, higher interest rates, and increased costs of new power plant construction. In response, residential, commercial, and industrial customers have become more vocal in protesting these higher rates. State regulatory commissions have reacted to this pressure by scrutinizing all of the utility's expenses more carefully, especially cost items that are easily understood, such as salaries, advertising, and travel expenses.

The result? Economic development department staffs have been forced to justify themselves as never before. This has led utilities to employ highly qualified individuals in their economic development departments, rather than regard the jobs as functions that anyone could perform.

> *"Investor-owned electric utilities are not affected by the 'sunshine,' 'open-meeting,' or other laws that subject all business conducted by public agencies to public scrutiny."*

Another sign of professionalism can be found by looking in the directory of economic development contacts in electric utilities, which is prepared by the Edison Electric Institute of Washington, D.C. Of the approximately 240 individuals listed in the 1985-1986 edition, more than one third were members of the American Economic Development Council, and nearly 13% had completed the Certified Industrial Developer (C.I.D.) program—the highest level of professional training in the field.

In addition, individuals in economic development departments in utilities are not protected by government civil service systems; they must continually perform their assigned functions professionally. So they are well-motivated to find and provide the most up-to-date, reliable, and valid information possible.

And, for firms where electricity availability and costs are important variables in the location decision, there is no better source of information than the electric utility itself. Obviously, no other source can match the utility in its ability to understand and respond to technical questions about ownership of transformers, voltages of transmission and delivery, interconnection points, conditions governing rates classes, and so forth.

A final point on professionalism: While it is true that electric utilities have often been involved in area real estate, their interests are not confined to selling their own properties. This is not the case for many industrial realtors and development agencies, which benefit only by selling specific sites. Nor is this true for some industrial location firms. Some firms may be motivated to direct clients toward communities that have used their services in the past in order to prove to the communities that expenditures on their services are worthwhile.

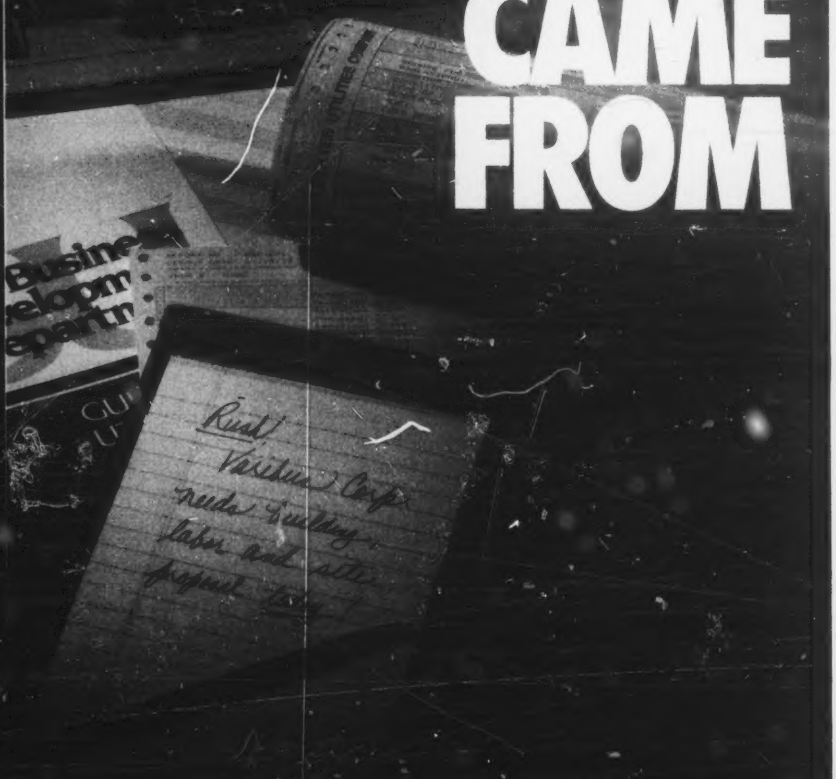
Long-term area interest. Utilities are married to their service territories and cannot move. Business leaders can move their manufacturing facilities, warehouses, research and development facilities, and even their corporate headquarters, but electric utilities do not have the option of relocation. They must remain in their service territories no matter what the economic or political environment.

Thus, when faced with adverse political and economic situations, utilities are compelled to attempt to improve them. Their financial health is directly related to the economic health of their service territories, which justifies their economic and community development programs. A new business brings employment, and employed people are able to pay their electric bills. These same people then spend their salaries at retail stores, and the stores contribute further to the total sales of the utility. In addition, profitable businesses, along with their employees, pay taxes that reduce the cost of government for all taxpayers, including the utility. So there is clearly an identity of interest between firms in a region and the local electric utility.

Because the utility will remain in the area, it will continue to deal with a relocated or new firm and work for its success long after the locational decision is made, whereas other sources have a declining interest after the decision is made. This prospect for a long-run relationship makes utilities willing to provide more service during the site-selection process.

Saving money. Among the various industrial location sources, several have the potential for altering the costs associated with locating at some sites. Some agencies can sell land at cost to encourage development. Others can arrange for low- or no-cost labor training, or for below-market interest-rate loans for construction.

THERE'S MORE WHERE THESE CAME FROM



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Electric utilities can also offer some assistance in reducing costs (*see sidebar*). Perhaps the most innovative approach is the creation of "area development rates," which are designed to encourage new investment and new jobs. According to a recent study by the Edison Electric Institute, 35 member companies have adopted these rates.

Area development rates were pioneered by Consolidated Edison in New York to solve chronic unemployment problems in the South Bronx and in certain areas in Brooklyn. Con Ed's program allows reductions in the peak demand charge over a period of time. Thus far, the program has had over 6,600 users and has helped create 32,000 jobs.

A number of utility companies are encouraging new industry to reduce costs by constructing facilities near power plants so they can sell steam and waste heat to the utility. These "cogeneration" projects have ranged from chemical plants to tomato greenhouses, with results of increased utility sales and jobs either being created or retained.

Another program involves utilities selling their own property to industrial users. Many utilities with excess land designated for new power plant sites are investigating the possibility of developing this land for industrial use. Usually the requirements for power plants—available water, sewer access, adequate subsoil conditions, adjacent rail service, and compatible zoning—are very similar to those of industry. In addition, some utilities' land inventories also include smaller sites that are no longer needed for their original purposes. These are often made available for industrial or commercial use at attractive prices.

Realizing the value of a business retention/expansion program, Detroit Edison has added 16 new positions to its economic development department; these are employees that will work predominantly with existing businesses. In addition to continual personal contact with the existing companies, this department will maintain a site and building inventory and economic data base, and will also service as a liaison with other agencies, both public and private, which affect local economic growth.

Finding assistance. To find an electric utility in a specific area, look at advertisements—a great deal of information may be conveyed in an ad. If nothing else, the ad's existence indicates that electric power is available in the area and that the business climate of that area is positive enough to permit local utilities to advertise.

One cannot, however, rely on advertising alone. Some utilities are constrained by regulation from advertising their services, some utilities are simply too small to justify the cost of advertising, and most utilities do not advertise in every issue of the major development publications. The latter is especially true in the West. In one recent issue of a development publication, 20 investor-owned electric utilities sponsored ads; only three of these were from west of the Mississippi, and not one was from an area west of Texas.

> *"Area development rates were pioneered by Consolidated Edison to solve chronic unemployment problems in the South Bronx and in certain areas in Brooklyn."*

An alternative to the reliance on advertising is the afore-mentioned directory put out by the Edison Electric Institute. The *Plant Location Assistance Nationwide Network Directory* lists over 240 economic development specialists employed by electric utilities across the country. Contacts are arranged geographically, with notes on service areas, mailing addresses, and telephone numbers.

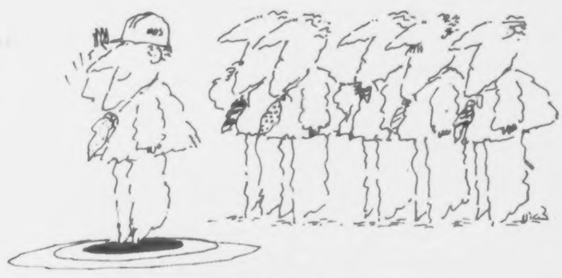
The economic development departments of investor-owned electric utilities have survived the energy crisis of the 1970s and the fiscal crunch of the 1980s with their business philosophies essentially intact. For the firm needing assistance in determining the best location for a new facility, the economic development department of a local electric utility may be the best source of aid. There, site selectors will find a mutuality of interest and understanding, coupled with a high degree of expertise. Most importantly, they will find the information they need. ☐

Hockersmith

Latham

Mr. Hockersmith is the manager of economic development at Delmarva Power & Light in Wilmington, Del.

Mr. Latham, III, is professor of economics at the University of Delaware in Newark.



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Cincinnati Gas & Electric	45
Consumer Power, MI	38
East Kentucky Power	49
Gulf States Utilities, TX	4
Henderson Power & Light, KY	51
Iowa Southern Utilities	55
Kansas Gas & Electric	9
Louisville Gas & Electric	50
Municipal Electric Authority of Georgia	30
Missouri Public Service	16
Northern Illinois Gas Co.	41
Northern Indiana Public Service	37
Peoples Energy Corp., IL.	39
Pacific Gas & Electric, CA.	7
Toledo Edison, OH	43
West Penn Power	25

Saving money, part II

Many utilities offer rate-reduction programs and services that can save the site seeker time and money. Here are some examples of the many programs available.

Public Service Electric & Gas, Newark, N.J., offers a 7% to 15% discount to companies building or expanding in certain New Jersey locations. They also have a location task force, called "Site Finders," to assist companies find New Jersey sites.

Equitable Gas, Pittsburgh, Penn., offers site recommendations, financial-package coordination, labor analysis, community profiles, and information on governmental-incentive programs (among others) to companies expanding in or relocating to the Pittsburgh area.

Rochester Gas & Electric, N.Y., offers a five-year, up-to-25% energy discount to manufacturing companies when they move to or expand in the Rochester area.

Arkansas Louisiana Gas Co., Little Rock, claims to offer some of the lowest natural gas rates in the country, and they will perform a gas-cost analysis for interested companies to show the savings.

Central Illinois Public Service Co., Springfield, Ill., offers new or expanding businesses long-term, 50% discounts on electric demand charges during non-summer months. It also offers off-peak rates as low as 2¢ per kilowatt hour.

West Penn Power, Greensburg, Penn., offers free site-selection recommendations, labor analyses, community profiles, and planning and coordination. It also offers information on financing, energy and utility services, transportation facilities, and tax structures and incentives.

East Kentucky Power, Winchester, has a team of industrial development specialists, called the "Home Team Advantage," to aid site seekers in plant-location investigations.

Atlanta Gas Light Co., Ga., has a service that helps site seekers select from a computerized inventory of available buildings.

Consumers Power, Kalamazoo, Mich., has an 800 number set up to answer questions on doing business in Michigan. The questions are answered by a team of experts and the service is confidential.

Iowa Southern Utilities, Centerville, offers information on available buildings, industrial sites, labor force and population, financial incentives, wage studies in southern Iowa, utility rates, transportation, and taxes.

Pacific Gas & Electric Co., San Francisco, Calif., offers market studies, site information, facility-design assistance, and employee training for site seekers interested in northern and central California.

Central Illinois Light Co., Peoria, offers Electric Incentive Rates, which allow a company to save up to 50% over five years on their electric bill. It also has energy experts that will review the energy requirements of any new or existing facility.

Brooklyn Union Gas, N.Y., devised the Economic Development Gas Rate (EDGAR), which can reduce gas rates up to 25% for businesses starting up or expanding in certain locations.

Kansas Gas & Electric, Wichita, says that if a company locates a new plant in their service area, the company can earn a 50% discount on the demand portion of their electric bill.

Northeast Utilities, Hartford, Conn., offers energy-reduction recommendations to designers and builders of new structures, and they provide cost/benefit studies for existing buildings. They are also researching fuel cells, gas cogeneration, and gas air conditioning to come up with cost-reduction measures for their clients.

Northwestern Public Service Co., Huron, S.D., offers 30% to 80% off normal demand charges for up to five years to companies relocating or expanding in east central South Dakota.

The above programs are representative of what a utility can offer a site selector. To find out what your local utilities offer, check the "Utilities" section in this directory. Each state has a list of the utilities in that state—where they are and the cities they service.

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1. What is your company's primary business at your location? (Check one)
☐ **10** Shipper (shipper of raw materials and/or manufactured products in bulk. Includes manufacturers, wholesalers, mail order houses, chain stores, and retailers)
☐ **20** Railroad Carrier
☐ **30** Water Carrier
☐ **40** Motor Freight Carrier
☐ **50** Air Carrier
☐ **60** Freight Forwarder, Consolidator, NVOCC, Shipping Agent
☐ **70** Terminals, Ports, and Port Authorities
☐ **80** Supplier to the industry, Leaser of Equipment, Consultant or Insurer
☐ **85** Government and/or Libraries
☐ **90** Others allied to the field? Please specify ________________

2. What best describes your business function title? (Check one)
☐ **10** Corporate Management (includes Directors, Owners, Chairmen, Presidents, Vice Presidents, and Corporate Officers)
☐ **20** Operating Management (includes Assistants to Corporate Officials, Plant Office, Factory, Production and General Managers, and their assistants)
☐ **30** Traffic & Physical Distribution Management (includes all Traffic, Physical Distribution and transportation managerial titles and their assistants)
☐ **40** Engineering (includes Packaging, Consulting, Industrial, Material Handling and Plant Engineers)
☐ **50** Sales and/or Marketing
☐ **70** Purchasing
☐ **90** Other, please specify ________________

INTERMODAL AGE

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Circle 8 on Brochure Service Card

How to choose a new site: One company's story

When Timpte, Inc., chose Wayne, Nebraska, for its new semitrailer plant, both sides benefited from the carefully planned move

The decision about where to build a 171,000-sq.-ft. manufacturing plant for a new generation of refrigerated semitrailers almost became an academic exercise for Timpte, Inc., a manufacturer of refrigerated and bulk-grain trailers.

When Timpte's new president, James S. Remick, arrived in 1985, the staff had already screened some 40 communities in five states. Economic development groups in each locale had eagerly sought the $10-million complex, which, given the normal four- to five-time multiplier, represented a $20-million prize for any local economy.

The incentive packages had become fiercely balanced, and three of the five states ranked among the finalists by the time Remick faced the final decision. "Interestingly enough, my MBA thesis was on selecting sites for future manufacturing centers," Remick recalls. "Since a fair amount of work had already been done, all that really remained was to take that data, work it through my thesis, and make a decision."

What was the conclusion? The new plant would take root in Wayne, Nebraska. In fact, the report card on Wayne was so impressive that the community captured not only the manufacturing center, but the company's corporate headquarters as well.

The following account describes the process through which this decision was reached.

> *"Beyond satisfying our prerequisites, it became equally evident that Wayne was a community that really wanted to diversify the local economic base."*
> *—James Remick, president, Timpte, Inc.*

Part I: The decision to move

"It had become evident that Timpte couldn't stay competitive in [its current location in] Denver. We were not in the right place geographically," explains Remick. Timpte's market center of gravity had shifted, and its Denver-based facility for over 100 years was no longer competitively located.

The management of Timpte was especially sensitive to controlling fixed costs and to anything that might affect the rate of productivity. So Remick decided output could be gained by investing in computer-based technology and by locating the new plant where the labor pool had a good work ethic.

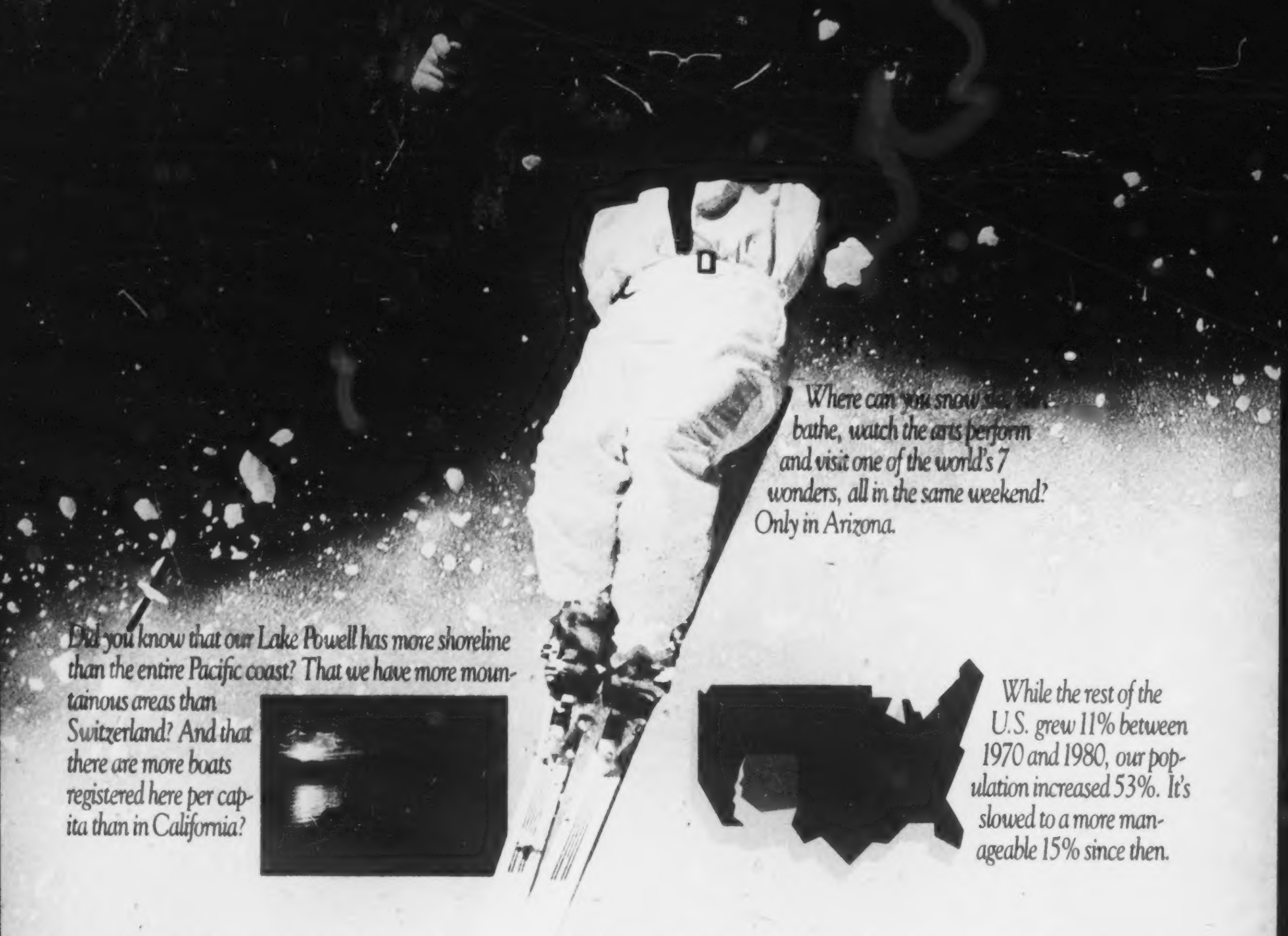
Part II: Choosing the site

As James Remick realized, a lot of factors go into the typical formula used in site selection. Labor, productivity, utilities, and proximity to markets were a few of the generic considerations he had to look at.

An analysis disclosed that Nebraska stood at the center of gravity for Timpte's customers and for raw-material bases. "When your product can weigh 12,000 pounds, any beneficial reduction in inbound and outbound freight costs can translate into a direct competitive advantage in the marketplace," Remick figured.

Other factors pointed to Nebraska as well. The state's incentive package to Timpte included a $1.2-million economic development grant, which was the largest ever issued until then but not totally ahead of incentives dangled by other

LOOK AT THE STATE WE'RE IN.



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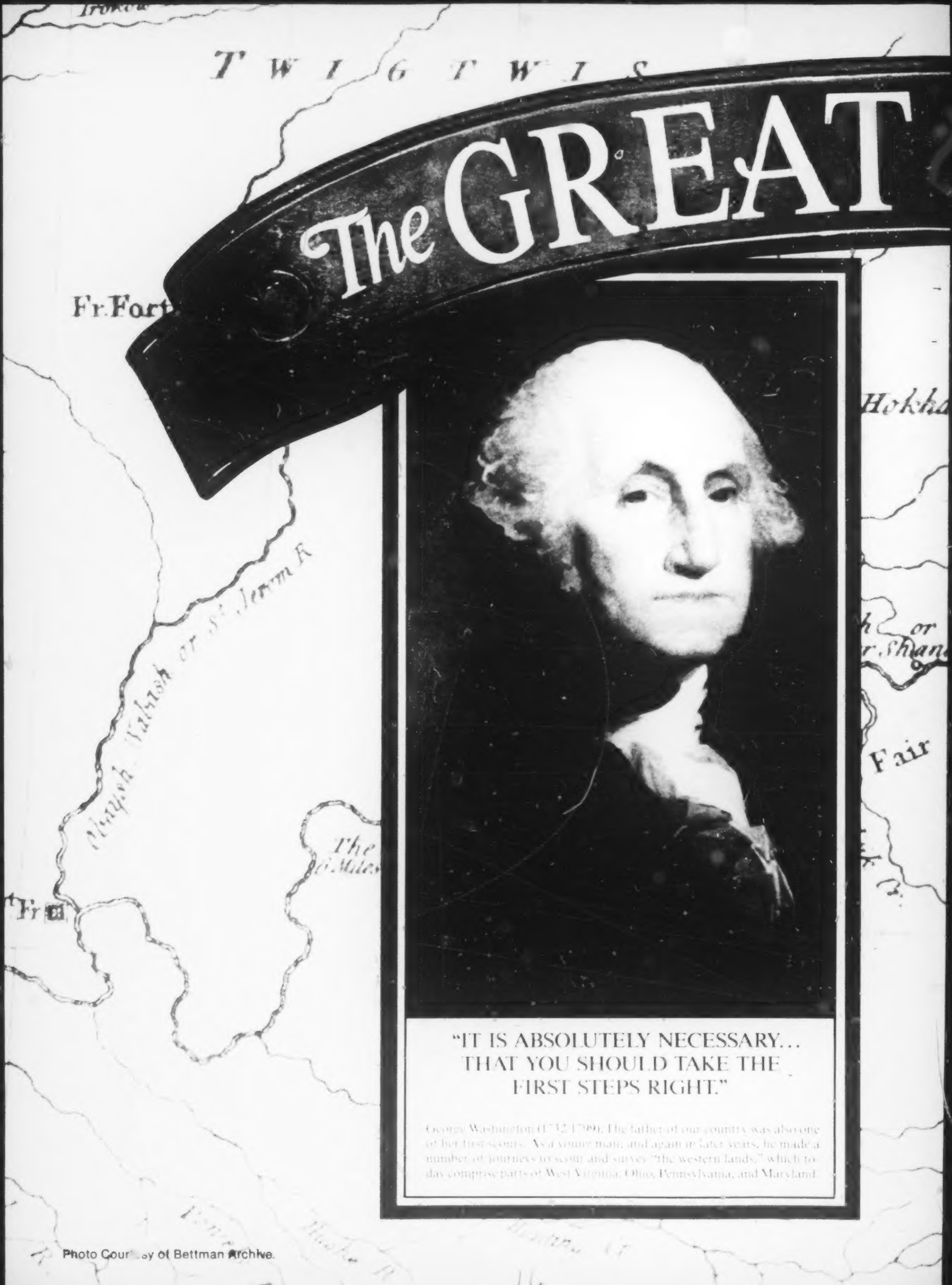
Arizona has set a national record by leading the country in new job creations for the past 3 years. And Inc. Magazine ranked us #1 in its most recent report on state business climates—based on such factors as transportation, education, competitive wages, high productivity, supportive taxes and government regulations, and low-cost, available industrial sites.

The quality of life in Arizona is tough to beat. That's why so many businesses and people want to be in the state we're in. We invite you to join us. For more information on surprising Arizona, please call or write Arizona Public Service, P.O. Box 53999, Economic Development Dept., Phoenix, AZ 85036, (602) 250-3116.

THE UNITED STATES OF ARIZONA

Circle 13 on Brochure Service Card

The GREAT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THAT YOU SHOULD TAKE THE
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George Washington (1732-1799). The father of our country was also one of her first scouts. As a young man, and again in later years, he made a number of journeys to scout and survey "the western lands," which today comprise parts of West Virginia, Ohio, Pennsylvania, and Maryland.

Photo Courtesy of Bettman Archive.

SCOUTS

The first step in finding a new plant site for your company should be getting the best, most accurate information you can find. But if you're not careful, you may find yourself swamped with too much information too early.

That's why one of the best first moves you can make is to contact the economic development scouts at American Electric Power. We supply power to over 3,000 communities in a 48,000 square-mile, seven-state area. So the overview we can give you is better than any single state or municipal government can provide.

When you take your first steps for your plant expansion, make sure you take them right. Get your free Location Assistance Kit. It's full of information that will help you get off to a great start. Write Andy Lowry, American Electric Power, 1 Riverside Plaza, Columbus, Ohio 43215, or call (614) 223-2720.

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Circle 1 on Brochure Service Card

Map Courtesy of the Western Reserve Historical Society.

potential areas. The community itself pitched in 35 acres offered in a 15-year ground lease.

Timpte's management also had some firsthand experience in operating a Nebraska-based manufacturing facility. Their facility in David City, Nebraska, produces bulk-commodity grain trailers and had consistently posted a high record of productivity.

So Nebraska was chosen. Remick then zeroed in on the community of Wayne after evaluating the surrounding area's general lifestyle and amenities. He is a firm believer that colleges are an important factor in communities contending for a plant site, and Wayne had both a state college and a vocational-technical institution. This offered Timpte immediate wellheads from which to recruit personnel and to structure further training programs. The schools, in turn, could expect downstream enrollment from Timpte's policies of reimbursing tuition and encouraging employees to advance their educations.

"Beyond satisfying our prerequisites, it became equally evident that Wayne was a community that really wanted to diversify the local economic base," Remick recalls. "This particular town offered amenities critical to the people side of our site-selection equation. Recreational facilities, climate, educational capabilities, types of housing, churches, and other institutions all directly complement an area's quality of life. Wayne had an attractive balance of all these factors."

President James Remick's high opinion of the community led the company to alter its plans. As he explains, "At first, our intent was to build only a manufacturing facility in Wayne—decentralized, with its own plant manager, own accounting, and so forth—but leave the corporate offices in Denver. That changed, because we did not want to relinquish being a hands-on management type of company. I spend a lot of time in the factory evaluating manufacturing processes and the final product. The new plant would be our flagship, so it made sense to merge the corporate disciplines of engineering, accounting, finance, and marketing there."

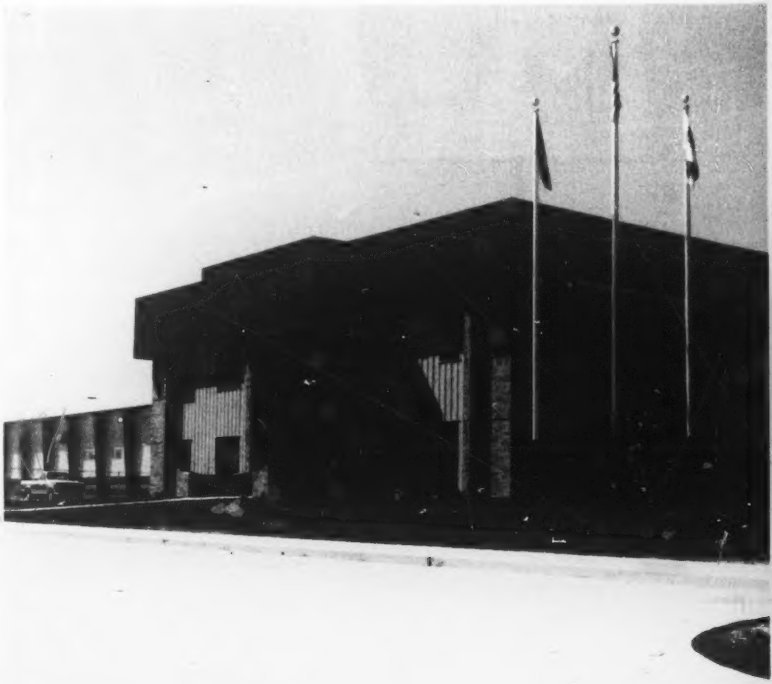
Part III: Employee considerations

In wooing Timpte to Wayne, all parties foresaw the economic benefits of the move, but also foresaw how 300 new jobs might affect the existing labor pool. Marriages between corporations and small communities are traditionally love/hate, and the negative aspects are usually reckoned with too late in the upbeat aftermath of the decision. This time, however, both Timpte and northeast Nebraska gained from exercising some far-sighted strategic planning.

This planning was aided by an exhaustive four-county survey that was provided by the Nebraska Public Power Commission. The study gave Timpte a regional profile of existing compensation levels and an objective assessment of the local attitude toward an incoming employer of such significance.

"The survey reported an 82% positive-response rate to having us locate in Wayne," Remick said. "Using this survey, plus other area surveys, we were able to set the base rates to compensate our trades and structure wage schedules during the start-up period so that workers received a 17% to 18% increase over the first 12-month progression.

"Economically, we had always planned to enter a community and compensate our workforce competitively with what existed there. We never wanted to come in and pay higher than everyone else, or to steal away neighboring companies' employees. The challenge rested in achieving a balance. You can't gain quality personnel by paying the lowest level in the marketplace. Our labor rates and salaries were finally structured at the new plant by 'local' conditions applicable to where we draw our human resources."



An exterior view of the plant shows Timpte's two-story corporate office structure in the foreground and a portion of the manufacturing plant with its reversed supporting side columns in the background.

Part IV: The new site

When they were ready to begin construction, the state offered Timpte a proven general contractor—Chief Construction of Grand Island, the in-house construction entity of Chief Industries, Inc.—for the pre-engineered building systems used for the new facility. The design/build program followed a Fast-Track schedule in construction that led from ground breaking in June, 1985, to

Timpte receiving beneficial occupancy in April, 1986.

The plant itself is a state-of-the-art facility incorporating sophisticated material-handling and computer-controlled manufacturing. Only about a dozen veteran employees were relocated from Denver, so it was a pure start-up situation.

The refrigerated trailer produced in Wayne is marketed as the Century Series Super-Seal. Each is custom-produced to the buyer's requirements and employs combinations of up to 1,000 different specifications.

A series of 14 two-ton and one three-ton cranes provide material handling throughout the large plant. Chief Industries custom-engineered the building so that the cranerails are directly integrated with the building's structural members. The side columns supporting the building are reversed so that the tapered end of the steel columns are located under a roof overhang outside the building's perimeter. This creates a flat wall line within the building and unobstructed space for operational efficiency.

"Most of the critical machine tools are computer-controlled to provide higher productivity and require faster setups," Remick explains. "The three large compressors in the plant are even computer-controlled so that they operate sequentially to equalize wear. We also recover heat from them during the winter, which is otherwise exhausted outside during warmer months."

Radio-controlled monorail cranes can unload one station while the 12 bridge cranes simultaneously pick up and deliver to other departments. Material flow moves from the building's perimeter space toward manufacturing staged in the center. Painting of critical undercarriage components, much of which employs high quality EMRON, relies on reusable totes that avoid the environmental problems that might otherwise be associated with container disposal.

Raw materials arrive by truck, reflecting Remick's belief in supporting the mode of transportation comprising his principal market.

Part V: The happy ending

Remick is confident the Wayne facility has the potential to gain 15% to 20% in productivity. These figures reflect the combined influence of the local workers, individual efforts, and new equipment.

"Most importantly," Remick adds, "this facility offers us the opportunity eventually to pick up three to four points in market share. That would make a significant impact on our bottom line."☐

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How to use

Plant Location is a statistical workbook for industrial and office site selectors just starting the search for a new location. It offers statistics on labor, taxes, population, raw materials, and more, for each U.S. state and Canadian province. The book can be used to compare information on different states and cities or to find information on a specific area.

Here is a rundown of the information *Plant Location* contains—what it is and how it can be used.

Transportation index

This section is divided into three sections: Ports, Railroads, and Foreign-Trade Zones.

Ports. The ports section lists names and addresses of contacts at United States and Canadian seaports. The listings are broken down by census region and then by state in the U.S., and by province in Canada. The contacts are good sources of information on their port districts' services, industries, and specifications.

Railroads. The railroad section lists development and real estate contacts at United States and Canadian general-freight common-carrier railroads. The listings are broken down alphabetically and list contacts with information on rail service and railroad properties in their areas.

FTZs. The foreign-trade zones section is broken down by zone project, with the city or county appearing after the zone location. The contact name given is either the zone operator or an employee of the zone grantee. The contacts are primary sources of information on their individual zones.

(Note: The term foreign-trade zone refers to a port area where foreign goods can be stored without customs or duties being levied on them until the goods leave the zone.)

State & Province Listings

The United States section is divided into nine census regions and then divided alphabetically by state. The Canadian section is divided into provinces.

STATE INFORMATION.

State & province information gives a rundown of the state or province's attitude toward business by listing such information as business incentives, tax rates, and labor information. It also covers such quality-of-life factors as educational facilities, medical facilities, and environmental contacts.

POPULATION.

Cities over 25,000. Population figures are given for cities over 25,000, with a comparison made between the 1980 census (in Canada, the 1981 census) and the current estimate.

MSAs. Population figures are also given for the state or province's metropolitan areas. These areas in the U.S. are classified as Metropolitan Statistical Areas (MSAs)—with an exception in one region. MSAs are metropolitan areas with a large population nucleus (a city with 50,000 or more inhabitants, or a census bureau-defined urbanized area of at least 50,000 inhabitants and a total MSA population of at least 100,000) and with adjacent communities having a high degree of economic and social integration with that nucleus. They include a central county or counties and possible adjacent counties with at least 50% of their population in the urbanized area.

The one exception is New England, where metropolitan areas are classified as New England County Metropolitan Areas (NECMAs). NECMAs are unofficial areas broken down by county, instead of by city or town, which conform with MSA criteria.

In Canada, these metropolitan

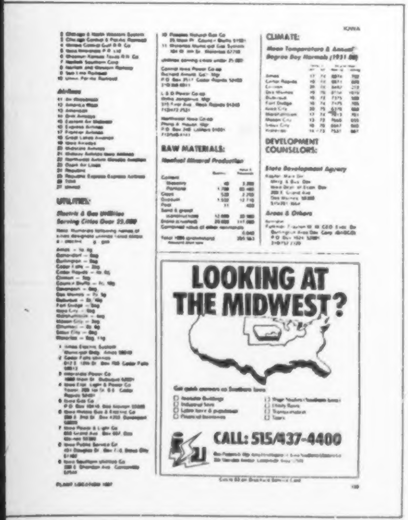
this directory

areas are classified as Census Metropolitan Areas.

Some MSAs are designated PMSAs (Primary Metropolitan Statistical Areas) as well. PMSAs are separate component areas defined with metropolitan complexes of 1 million or more population if specified criteria are met.

Labor.

Manufacturing payrolls. Labor figures are given for manufacturing payrolls in selected metropolitan areas. The figures are preliminary for production workers, are not adjusted for seasonal variations (holiday seasons, etc.), and give hourly earnings, average weekly hours worked, as well as the total number of employees.



UTILITIES:

RAW MATERIALS:

CLIMATE:

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Area wage survey. Hourly earnings are given for specific office, maintenance, and custodial workers in the area wage survey. The survey looks at one or more major market areas in the surveyed states; the figures serve as bases of comparison with wages in other areas.

Unemployment. Unemployment figures are given for selected metropolitan areas, and offer preliminary figures for the number of people in the area, the number of unemployed, and the percentage of unemployed.

Industrial mix. Industrial mix figures give average hourly earnings, weekly hours, and number of people employed for industries in Standard Industrial Codes (SIC) 20 to 39, which encompass manufacturing industries.

Transportation.

Transportation information outlines the railroads and airlines that service cities over 25,000. The nearest airport is given for those cities without airports of their own.

Raw materials.

Raw materials figures give the annual mineral production for each state by quantity and by dollar value. In the U.S., production is measured by mine shipments, sales, or marketable production (including consumption by producers). Surveys were prepared by regional offices of state activities.

In Canada, data relating to metal mines, non-metal mines, and sand pits and quarries originate from surveys conducted by the federal Department of Energy, Mines, and Resources.

This information not only indicates the availability of raw materials in the state or province, but also the importance of raw materials and mining to the economy of the area.

Utilities.

Utilities information outlines the electric and gas utilities that service the state or province's cities over 25,000. Addresses for the utilities are given, and so are addresses for utilities that service cities under 25,000, when applicable. These utilities are valuable contacts for information on their areas—many have their own development departments and offer location incentives.

Climate.

Climate figures are given for January and July—the heating and cooling degree days—in select cities. These figures can aid in computing heating and electrical expenses in an area, and they shed some light on the quality of life in the area.

Development counselors.

Development counselors are key contacts in the state or province's development agency, as well as in selected areas. These contacts are professionals in the business of assisting site selectors. The contacts listed in bold face have advertisements in the magazine; check the Advertisers Index at the back of the book for page numbers of these ads.

◆Associations◆

◆

Where they are, what they do, Who to talk with, and how they can help

◆

An association can be an excellent starting point for a site selector gathering information on a particular industry or region. Association members are professionals and are experts on trends and new developments in their fields. In many cases, associations have helpful publications and research reports available.

The following is a list of associations that are related to the site-location field. The listings are alphabetical and give a contact name, an explanation of the association, and an outline of the services available.

American Association of Port Authorities

1010 Duke Street
Alexandria, VA 22314
(703) 684-5700

Contact: Eric Stromberg, president

Purpose: To provide an organizational resource to the ports of the Western hemisphere. It is an association dedicated to the service of the port industry and to the professionalism of port managers.

Services: Researches topics pertinent to companies locating in a port district, such as port safety; port rules and regulations; planning, design, construction, and maintenance of landside port structures.

American Economic Development Council

Chicago O'Hare Aerospace Office Center
4849 North Scott Street, Suite 22
Schiller Park, IL 60176
(312) 671-5646

Contact: Edward J. Collins, pres. & admin. off.

Purpose: Devoted to the professional career growth and advancement of economic and industrial developers.

Services: Offers a wide variety of continuing educational programs and publications to foster improved practices in site selection and economic development techniques.

American Planning Association

1776 Massachusetts Avenue, N.W.
Washington, DC 20036
(202) 872-0611

Contact: Frank So, deputy exec. dir.

Purpose: To serve the informational and educational needs of city and regional planners and to foster sound community planning.

Services: Offers publications, conferences, and research on land use, zoning and development regulations, and the urban planning professional practice.

Associated Builders and Contractors, Inc.

729 15th Street, N.W.
Washington, DC 20005
(202) 637-8800

Contact: John Pannullo, industry relations

Purpose: A national trade association representing 18,000 merit-shop member firms in 80 chapters across the United States.

Services: The "Construction Buyer's Service"—a free, computerized data bank containing over 7,000 general contractors and sub-contractors' profiles to help owners locate qualified contractors for their projects.

Building Owners and Managers Association

1250 I Street, N.W.
Washington, DC 20005
(202) 289-7000

Contact: Alton Penz

Purpose: To advance by all appropriate means the interests of building ownership as a business enterprise and as a leading industry, and in so doing, to raise the standards and enhance the status of building management as a calling.

Services: The "Building Planning Service"—an advisory service to members and others who are planning to construct or renovate an office building or mixed-use complex. The service helps the owner or developer objectively evaluate an office building project before construction begins.

Edison Electric Institute

1111 19th Street, N.W.
Washington, DC 20036
(202) 778-6400

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Chances are we already know a lot about your business, too. Find out how we can place you in a competitive position. Contact E. Ray Lichty, V.P., Coal and Industrial Development, CSX Transportation, Dept. M5-2, 100 N. Charles St., Baltimore, MD 21201. Telephone **1-800-42[illegible]443.**

CSX
TRANSPORTATION

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Contact: Sally Hooks, mgr., comm'l & ind. svcs.

Purpose: It is the association of electric companies. It provides a forum for the exchange of ideas and a national focus for issues critical to the industry's future.

Services: Offers information and research on fuel source options, conservation, and energy efficiency. The membership directory offers contacts with information on electric utilities and site selection.

Industrial Development Research Council

40 Technology Park/Atlanta
Norcross, GA 30092
(404) 446-6996

Contact: Martha Finlay

Purpose: To encourage the advancement of geo-economics, to promote the importance of the professional expansion planner to corporate profitability, and to provide a forum for the exchange of ideas among members.

Services: Offers seminars on development trends, asset management, expansion-planning problems, property management, location analysis and site selection, and design and construction. Also offers research publications on pertinent topics.

Industrial Developers Association of Canada

1645 Pierre Place
Mississauga, Ontario L5J 3G6
(416) 822-8771

Contact: Marilyn J. Austin, exec. dir.

Purpose: To establish and maintain the highest standard of industrial and economic development through the implementation of educational programs, the exchange of information, and the advancement of skills and knowledge of those engaged in the profession in Canada.

Services: Offers educational programs to foster improved practices in site selection. Also publishes a directory of development contacts.

The International Association of Corporate Real Estate Executives (NACORE)

471 Spencer Drive South, Suite 8
West Palm Beach, FL 33409
(305) 683-8111

Contact: C. Patricia Nesbitt

Purpose: To help its more than 3,000 members effectively control their companies' real estate assets.

Services: Offers education, peer contacts, data bases, publications, research projects, and meetings.

International Facility Management Association

11 Greenway Plaza
Houston, TX 77046
(713) 623-IFMA

Contact: Valeria Hail

Purpose: A professional society dedicated to equipping facility managers to handle the challenges of their profession. Provides continuing education, professional recognition, employment assistance, and access to informational services.

Services: Provides a network for information concerning developers, site recommendations, and average rental rates.

Mid America Economic Development Council

4849 North Scott Street, Suite 22
Schiller Park, IL 60176
(312) 671-5646

Contact: Gerald H. Reese

Purpose: To promote the interests of economic development in the states of Indiana, Illinois, Iowa, Michigan, Minnesota, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

Services: Offers an annual membership directory of economic development specialists in the ten member states. Also provides seminars on current trends in economic development.

National Parking Association

1112 16th Street, N.W.
Suite 2000
Washington, DC 20036
(202) 296-4336

Contact: Thomas G. Kobus, exec. vice pres.

Purpose: To provide leadership for the parking industry and to ensure the interests of members are protected in the federal government and in state governments.

Services: Offers information on parking ventilation, planning parking spaces, parking design and construction, handicapped parking, security, maintenance, and more."

National Rural Electric Cooperative Association

1800 Massachusetts Avenue, N.W.
Washington, DC 20036
(202) 857-9562

Contact: Dan Kamerman, econ. dev. mgr.

Purpose: Represents 1,000 consumer-owned, nonprofit cooperative electric systems.

Services: Provides building information and community data, can develop cost-efficient energy plans for sites, and can provide incentive and start-up rates where they're available. Also provides a directory of professionals.

Society of Office and Industrial REALTORS®

777 14th Street, N.W., Suite 400
Washington, DC 20005-3271
(202) 383-1150

Contact: Jeanne Smith, (202) 383-1173

Purpose: Unite realtors engaged in buying, selling, and leasing land, industrial and office buildings, and parks in the U.S. and abroad. Also, to foster knowledge, education, integrity, and quality workmanship in the fields of industrial and office real estate.

Services: Offers two publications: *Guide to Industrial Site Selection*, and *Office Real Estate Markets* (available annually in early spring).

Southern Industrial Development Council

1649 Tullie Circle, N.E.
Suite 105
Atlanta, GA 30329
(404) 636-0969

Contact: Robert B. Cassell, exec. dir.

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SOURCES

LISTING OF PLANT LOCATION INFORMATION CATEGORIES WITH SOURCE MATERIAL

STATE INFORMATION:

The information is supplied by the research departments of state and provincial development agencies.

DEVELOPMENT COUNSELORS:

U.S.: *Plant Location* internal sources.

Canadian: Membership list of the Industrial Developers Assn. of Canada (350 Sparks St., Ste. 602, Ottawa, Ont. K1R 7S8).

Ports: Membership list of the American Assn. of Port Authorities Inc. (1010 Duke St., Alexandria, VA 22314).

FTZs: Roster of the U.S. Foreign Trade Zone Board (U.S. Dept. of Commerce Bldg., Washington, DC 20230).

POPULATION:

Cities over 25,000/ Metropolitan Statistical Areas (MSAs): Census figures for U.S. are from *1980 Census of Populations, Final Reports,* Number of Inhabitants PC (1)A Series C3.223/5:970/1A through 58A (Bureau of the Census, U.S. Dept. of Commerce). Canadian census figures are from *1981 Census of Canada,* Catalogue 92-754 (Statistics Canada, Ottawa K1A 0T6). Estimates for 1987 are from *Sales & Marketing Management Survey of Buying Power,* July 1987 (copyright 1987, further reproduction prohibited).

TRANSPORTATION:

Railroads: *The Official Railway Guide North American Freight Service Edition,* Jan./Feb. 1988, Vol. 120, No. 4; and *The Pocket List of Railroad Officials,* 3rd Quarter 1987, Vol. 93, No. 3 (International Thomson Transport Press, Inc., 424 W. 33rd St., New York, NY 10001).

Airlines: *North American Travel Planner & Hotel/Motel Guide,* Winter 1987, Vol. 29, No. 4 (Official Airline Guides, Inc. 2000 Clearwater Dr., Oak Brook, IL 60521).

UTILITIES:

Electrical: *Electrical World Directory of Electric Utilities,* 1987-88 Edition (McGraw Hill Book Co., 1221 Ave. of the Americas, New York, NY 10020).

Gas: *Brown's Directory of North American Gas Companies,* 1986 Edition (Harcourt Brace Jovanovich, 1 E. 1st St., Duluth, MN 55802).

LABOR:

Manufacturing Payrolls/Unemployment: U.S. figures from *Employment & Earnings,* Dec. 1987, Vol. 34, No. 12 (Bureau of Labor Statistics, U.S. Dept. of Labor, Washington, DC 20212). Canadian figures from the Labor Division, Statistics Canada, Jean-Talon Bldg., Tunney's Pasture, Ottawa, Ontario K1A 0T6.

Industrial Mix: U.S. figures from Bureau of Labor Statistics (Government Accounting Office Bldg., 441 G Street, N.W., Washington, DC 20212). Canadian figures from *Employment, Earnings and Hours,* Aug. 1987, Cat. 72-002, Vol. 65, No. 8 (Statistics Canada, Ottawa, Ontario K1A 0T6).

Area Wage Survey: *Area Wage Survey Bulletins* (Bureau of Labor Statistics, U.S. Dept. of Labor, Washington, DC 20212).

RAW MATERIALS:

U.S.: Mineral Industry Surveys (U.S. Dept. of the Interior, Bureau of Mines, 2401 E. St., N.W., Washington, DC 20241).

Canada: *Canada's Mineral Production,* Catalogue No. 26-202 (Energy, Mines & Resources Canada, Ottawa K1A 0T6).

CLIMATE:

U.S.: *Climatography of the U.S., No. 81, Monthly Normals of Temperature, Precipitation, & Heating & Cooling Degree Days 1951-1980,* U.S. Dept. of Commerce, National Climatic Center.

Canada: Canada Year Book (Statistics Canada, Ottawa K1A 0T6).

Explanatory note: The degree-day unit used in the U.S. represents a difference of 1° between the mean temperature of a given day and a given standard temperature. In heating, the degree-day units for a given day are the number of degrees that the mean temperature for that day is below 65° F.

Key to abbreviations:

NA	Not available
Cty.	County
Ind.	Industrial, industry
Comm.	Commerce, community
Coord.	Coordinator
Cmsn./Cmsr.	Commission/Commissioner
Auth.	Authority
Kg	Kilogram
g	Gram
Reg.	Regional, region
Mgr./Mgt.	Manager/Management
Op.	Operation
Plnr./Plng.	Planner/Planning

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Bureau of Waterways
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State House Sta. #16
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Fall River, MA 02721
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Massachusetts Port Authority
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Ten Park Plaza
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Municipal Wharf
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7 Jackson Walkway
Providence, RI 02903
401/277-2601

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Battery Maritime Building
Foot of Whitehall St.
New York, NY 10004
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Bridge Plaza
Ogdensburg, NY 13669
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Oswego, NY 13126
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Room 507, Municipal Bldg.
Erie, PA 16501
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519/258-5741

Hamilton Harbour Commission
R. R. Hennessy, Port Dir.
605 James St. North
Hamilton, Ont. L8L 1K1
416/525-4330

Transport Canada – Marine Group
Ran Quail, Asst. Dpty. Min. & Cmsr. Coast Guard
Tower "A", Place de Ville, 12th Floor
Ottawa, Ont. K1A ON7
613/998-1571

QUEBEC

Societe du Parc Industriel du Centre du Quebec
Roland Leclerc, Gen. Mgr.
1000, 7eme Rue
Parc Industriel Portuaire
Becancour, Que. G0X 1B0
819/294-6656

Port of Chicoutimi
Guy Desgagnés, Gen. Mgr.
P.O. Box 760
Lafontaine Street
Chicoutimi, Que. G7H 5E1
418/543-0263

Port of Montreal
D.J. Taddeo, Gen Mgr. & CEO
Port of Montreal Bldg.
Cite du Havre
Montreal, Que. H3C 3R5
514/283-7042

Ports Canada
P. Alain, Eng., Port Mgr.
1545 Du Fleuve
P.O. Box 999
Trois-Rivières, Que. G9A 5K2
819/378-2887

Ports Canada – Port of Quebec
Jean-Michel Tessier, Gen. Mgr. & CEO
150 Dalhousie St.
P.O. Box 2268
Quebec, Que. G1K 7P7
418/648-3558

U.S. TERRITORIES

Port Authority of Guam
Frank R. Perez, Gen. Mgr.
1026 Cabras Hwy., Ste. 201
Piti, Guam 96910
Tel: 477-9931-34
Telex: 7431687

Puerto Rico Ports Authority
Guillermo F. Valls Munoz, Exec. Dir.
G.P.O. Box 2829
San Juan, PR 00936
809/723-2260
Telex: 3859464 AUTO DPR

Commonwealth Ports Authority-Saipan
Carlos A. Shoda, Exec. Dir.
P.O. Box 1055
Saipan, Marianas 96950
Tel: 67315/67316/67317

Virgin Islands Port Authority
John E. Harding, Exec. Dir.
P.O. Box 1707
Harry S. Truman Airport
St. Thomas, VI 00801
809/774-1629

Railroads

Alaska Railroad Corp.
A. T. Polanchek, Op. V.P.
P.O. Box 107500
Anchorage, AK 99510-7500
907/265-2611

Algoma Central Rwy.
W. L. Oliphant, Lands & Forest Mgr.
P.O. Box 7000
Sault Ste. Marie, Ont. P6A 5P6
705/949-2113

Arkansas & Louisiana Missouri Rwy. Co.
H. B. Wilson, Op. V.P.
P.O. Box 1653
Monroe, LA 71201
318/362-2258

Atchison, Topeka & Santa Fe Rwy.
(Santa Fe Railway Co.)
J. R. Fitzgerald, Op. V.P.
80 E. Jackson Blvd.
Chicago, IL 60604
312/347-2790

Atlanta & St. Andrews Bay Rwy.
H. B. Davis, C.F.O.
514 E. Main St., P.O. Box 729
Dothan, AL 36302
205/792-0975

Baltimore & Annapolis Railroad Co.
K. A. Pippin, Pres. & Gen. Mgr.
100 Maple Rd.
Linthicum, MD 21090
301/859-1414

Bangor & Aroostook Railroad
Richard B. Gray, Bus. Svcs. Mgr.
N. Maine Junction Park, R.R. 2
Bangor, ME 04401
207/848-5711

Bay Colony Railroad Corp.
S. J. Fay, P.R. & Info.
420 Bedford St.
Lexington, MA 02173
617/861-6480

BC Rail Ltd.
M. C. Norris, Pres. & CEO
P.O. Box 8770
N. Vancouver, BC V6B 4X6
604/986-2012

Belt Rwy. Co. of Chicago
B. Roccanova, R.E. Mgr.
6900 S. Central Ave.
Chicago, IL 60638
312/496-4000

Bessemer & Lake Erie R.R. Co.
Thomas J. Siegel, Mktg. V.P.
P.O. Box 68
Monroeville, PA 15146
412/829-3420

Burlington Northern R.R. Co.
R. L. Buchanan, Sr. V.P., Op.
9401 Indian Creek Pkwy.
Overland Park, KS 66210
913/661-4100

Canadian National Rwys.
D. H. Burstow, Pres., R.E.
277 Front St. W.
Toronto, Ont. M5V 2X7
416/974-9700

Canadian Pacific Ltd.
Robert A. Rice, V.P., Pub. Affairs
P.O. Box 6042, Sta. A
Montreal, Que. H3C 3E4
514/395-7085

Cartier Railway
Alan H. Ketterling, Bus. Dev. Dir.
Port Cartier, Que. G5B 2H3
514/285-1464

Central Vermont Rwy., Inc.
T. J. Faucett, R.E. Mgr.
2 Federal St.
St. Albans, VT 05478
802/524-6604

Chicago & North Western Transp. Co.
Robert W. Mickey, V.P., R.E. & I.D.
One North Western Center
Chicago, IL 60606
312/559-6175

Chicago, Central & Pacific R.R. Co.
Mark E. Dannenberg, Mktg. V.P.
P.O. Box 1800
Waterloo, IA 50704
319/236-9200

Chicago, Missouri & Western Rwy. Co.
John E. Alexander, Mktg. V.P.
307 N. Michigan Ave.
Chicago, IL 60601
312/930-0700

Chicago S. Shore & S. Bend R.R.
Michael W. Franke, V.P., Op. & Gen. Mgr.
N. Carroll Ave.
Michigan, IN 46360
219/874-4221

Consolidated Rail Corp. (Conrail)
J. F. Jaeger, Asst. V.P., R.E.
6 Penn Center Plaza
Philadelphia, PA 19102
215/893-6445

CSX Transportation, Inc.
(Chessie System, Seaboard System)
James M. White, A.V.P., Ind. Dev.
CSX Transportation
100 N. Charles St., 17th Fl.
Baltimore, MD 21201
301/237-3757

Delaware Otsego Corp.
Frank Quattrocchi, Mktg. Mgr.
1 Railroad Ave.
Cooperstown, NY 13326
607/547-2555

Denver & Rio Grande Western R.R.
Charles D. Brainard, Asst. V.P., Mkt. Dev.
P.O. Box 5482
Denver, CO 80217
303/595-2471

Detroit & Mackinac Rwy. Co.
R. L. Van Buskirk, Jr., Asst. Gen. Mgr.
120 Oak St.
Tawas City, MI 48763
517/362-5861

Duluth, Missabe & Iron Range Rwy.
C. O. Ferner, Gen. Mgr.
500 Missabe Bldg.
Duluth, MN 55802
218/723-2115

Eastern Shore Railroad, Inc.
Frank H. Waring, Sales & Mktg. V.P.
228 W. Church St., Ste. 101
Salisbury, MD 21801
301/546-2595

Elgin, Joliet & Eastern Rwy.
G. H. Rodeghiero, Ind. Dev. Mgr.
P.O. Box 880
Joliet, IL 60434
815/740-6641

Florida East Coast Rwy. Co.
W. E. Durham, Jr., V.P., R.E. & I.D.
1 Malaga St., P.O. Drawer 1048
St. Augustine, FL 32084
904/829-3421, ext. 321

Grand Trunk Western R.R.
W. H. Cramer, Sr., Mktg. S.V.P.
131 W. Lafayette Blvd.
Detroit, MI 48226
313/237-4588

Guilford Transp. Industries, Inc.
(Boston & Maine Corp., Delaware & Hudson R.R.)
Thomas C. Perry, Mktg./Sales V. P.
Iron Horse Park
N. Billerica, MA 01862
617/663-1191

Illinois Central Gulf R.R. Co.
G. A. McArdle, Asst. V.P., R.E. & I.D.
233 N. Michigan Ave.
Chicago, IL 60601
312/819-7480

Indiana Harbor Belt R.R. Co.
W. F. Krupinski, R.E. Mgr.
Union Station
Chicago, IL 60606
312/454-3870

Kansas City Southern Rwy. Co.
L. J. Tamisiea, V.P. Mktg.
114 W. 11th St.
Kansas City, MO 64105-1804
816/556-0303

Midsouth Rail Corp.
John R. Staley, V.P. & Chief Mktg. Officer
111 East Capitol St.
Jackson, MS 39201
601/949-4360

Missouri-Kansas-Texas R.R. Co.
Harold O. Brandt, V.P., R.E. & I.D.
701 Commerce St.
Dallas, TX 75202
214/651-6756

Norfolk Southern Corp.
(Norfolk & Western Rwy., Southern Railway System)
R. E. L. deButts, Ind. Dev. & R.E. V.P.
1 Commercial Pl.
Norfolk, VA 23510-2191
804/629-2830

Ontario Northland Rwy.
K. John Wallace, Sr. Mktg. Off.
555 Oak St. E.
North Bay, Ont. P1B 8L3
705/472-4500, ext. 205

Pittsburgh & Lake Erie R.R. Co.
T. Davis, III, Mktg. & Sales V.P.
Commerce Ct., 4 Sta. Sq.
Pittsburg, PA 15219
412/261-3201

Providence & Worcester R.R. Co.
Ronald P. Chrzanowski, R.E. V.P.
P.O. Box 1490
1 Depot Square
Woonsocket, RI 02895
409/765-2000

Richmond, Fredericksburg & Potomac R.R. Co.
Charles M. Louthan, R. E. & Dev. Sr. Mgr.
2134 W. Laburnam Ave.
Richmond, VA 23227
804/257-3286

Soo Line Railroad Co.
John P. Nail, R.E. Dev. Dir.
Soo Line Bldg., P.O. Box 530
Minneapolis, MN 55440
612/347-8254

Southern Pacific Trans. Co.
(St. Louis Southwestern Rwy. Co.)
Raymond Mesick, R. E. V. P.
Southern Pacific Bldg.
1 Market Plaza
San Francisco, CA 94105
415/541-1984

Union Pacific Railroad
(Missouri Pacific R.R., Western Pacific R.R.)
C. R. Black, I.D. Dir.
1416 Dodge St.
Omaha, NE 68179
402/271-3900

Union Railroad Co.
John W. Keyes, Mktg. Dir.
P.O. Box 68
Monroeville, PA 15146
412/829-3430

Vermont Railway, Inc.
J. R. Pennington, Pres.
One Railway Lane
Burlington, VT 05401
802/658-2550

When you contact industrial developers listed in

PLANT LOCATION

tell them where you saw their name

Directory of U.S. Foreign-Trade Zones

Foreign-Trade Zones Board
U.S. Dept. of Commerce
Washington, D.C. 20230
202/377-2862

Zone No. 1, New York City
Sol Braun
S & F Warehouse Inc.
Brooklyn Navy Yard, Bldg. 77
Brooklyn, NY 11205
718/834-0400

Zone No. 2, New Orleans
Robert Dee
Board of Commissioners of the
Port of N. Orleans
P.O. Box 60046
New Orleans, LA 70160
504/897-0189

Zone No. 3, San Francisco
Ed Osgood
Foreign Trade Services, Inc.
Pier 23
San Francisco, CA 94111
415/391-0176

Zone No. 5, Seattle
Jack Fox
Port of Seattle Commission
P.O. Box 1209
Seattle, WA 98111
206/382-3257

Zone No. 7, Mayaguez, PR
Jose Cobian
Puerto Rico Industrial Dev. Co.
G.P.O. 2350
San Juan, PR 00936
809/765-2784

Zone No. 8, Toledo
John Loftus
Toledo-Lucas County Port Auth.
One Maritime Plaza
Toledo, OH 43604-1866
419/243-8251

Zone No. 9, Honolulu
Homer Maxey
State of Hawaii
Pier 2
Honolulu, HI 96813
808/548-5435

Zone No. 12, McAllen, TX
Frank Birkhead
McAllen Trade Zone, Inc.
6401 S. 33rd St.
McAllen, TX 78501
512/682-4306

Zone No. 14, Little Rock
Robert Brave
Little Rock Port Authority
7500 Lindsey Rd.
Little Rock, AR 72206
501/490-1468

Zone No. 15, Kansas City, MO
Robert Drost
Greater Kansas City FTZ, Inc.
120 W. 12th St., Ste. 650
Kansas City, MO 64105
816/421-7666

Zone No. 16, Sault Ste. Marie, MI
James F. Hendricks
Econ. Dev. Corp. of Sault Ste.
Marie
1301 W. Easterday
Sault Ste. Marie, MI 49783
906/635-9131

Zone No. 17, Kansas City, KS
Robert Drost
Greater Kansas City FTZ, Inc.
120 W. 12th St., Ste. 650
Kansas City, MO 64105
816/421-7666

Zone No. 18, San Jose, CA
Bruce Gresin
City of San Jose
801 N. First St.
Rm. 408, City Hall
San Jose, CA 95110
408/277-5823

Zone No. 19, Omaha
Molly McCarthy
Dock Board of the City of Omaha
Omaha-Douglas Civic Center
1819 Farnam St., Rm. 701
Omaha, NE 68183
402/444-5173

Zone No. 20, Suffolk, VA
John Hunter
Virginia Port Authority
600 World Trade Center
Norfolk, VA 23510
804/446-4891

Zone No. 21, Dorchester Cty., SC
A. M. Quattlebaum
Carolina Trade Zone
2725 W. 5th North St.
Summerville, SC 29483
803/871-4870

Zone No. 22, Chicago
Franklynn Albert
Illinois Int'l Port District
12700 Butler Dr.
Lake Calumet Harbor
Chicago, IL 60633
312/646-4400

Zone No. 23, Buffalo
Phillip R. Jacobs
Erie Cty. Ind. Dev. Agency
Ste. 300, Liberty Bldg., 424 Main St.
Buffalo, NY 14202
716/856-6525

Zone No. 24, Pittston, PA
James G. Pettinger
Eastern Distribution Center, Inc.
1151 Oak St.
Pittston, PA 18640-3795
717/655-5581

Zone No. 25, Port Everglades, FL
Thomas E. Ezzo
Port Everglades Port Authority
P.O. Box 13136
Port Everglades, FL 33316
305/523-3404

Zone No. 26, Shenandoah, GA
Michael L. Lott
Georgia Foreign Trade Zone, Inc.
230 Peachtree St., N.W., P.O. Box
1776
Atlanta, GA 30301
404/581-4008

Zone No. 27, Boston
Elliot K. Friedman
Massachusetts Port Authority
10 Park Plaza
Boston, MA 02116
617/973-5500

Zone No. 28, New Bedford, MA
Richard M. Bennett
Mayor's Office of Community Dev.
133 William St., Rm. 215
New Bedford, MA 02740
617/999-2931 ext. 367

Zone No. 29, Louisville
Robert M. Timmerman
Louisville & Jefferson County
Riverport Authority
6219 Cane Run Rd.
Louisville, KY 40258
502/935-6024

Zone No. 30, Salt Lake City
Michael Chitwood
Redev. Agency of Salt Lake City
285 W. North Pemple, Ste. 200
Salt Lake City, UT 84103
801/328-3211

Zone No. 31, Granite City, IL
Robert Wydra
Tri-City Regional Port District
2801 Rock Rd.
Granite City, IL 62040
618/877-8444

Zone No. 32, Miami
Sandra Gonzalez
Gtr. Miami Foreign-Trade Zone, Inc.
1601 Biscayne Blvd.
Miami, FL 33132
305/350-7700

Zone No. 33, Pittsburgh
Frank Brooks Robinson
Regional Industrial Dev. Corp. of
Southwestern Pennsylvania
Ste. 1220, Frick Bldg.
Pittsburgh, PA 15219
412/471-3939

Zone No. 34, Niagara County, NY
Theodore J. Belling
County of Niagara
County Office Bldg.
59 Park Ave.
Lockport, NY 14094
716/439-6033

Zone No. 35, Philadelphia
Tom Tamasco
Phila. Port Corp.
1020 Public Ledger Bldg.
6th & Chestnut Sts.
Philadelphia, PA 19106
215/928-9100

Zone No. 36, Galveston
John Massey, Jr.
Port of Galveston
Galveston Wharves
P.O. Box 328
Galveston, TX 77550
409/766-6112

Zone No. 37, Orange County, NY
Nick Cignarale
Foreign Trade Dev. Co. of Orange County, Inc.
P.O. Box 6107, Stewart Airport
Newburgh, NY 12550
914/564-7700

Zone No. 38, Spartanburg Cty., SC
A. M. Quattlebaum
Carolina Trade Zone
2725 W. 5th North St.
Summerville, SC 29483
803/871-4870

Zone No. 39, Dallas/Fort Worth
Dennis Konopatzke
Dallas/Ft. Worth Reg. Airport Board
P.O. Drawer DFW
Dallas/Fort Worth Airport, TX 75261
214/574-3121

Zone No. 40, Cleveland
John L. Townley
Cleveland Port Authority
101 Erieside Ave.
Cleveland, OH 44114
216/241-8004

Zone No. 41, Milwaukee
Vincent J. Boever
Foreign-Trade Zone of Wis., Ltd.
2150 E. College Ave.
Cudahy, WI 53110
414/764-2111

Zone No. 42, Orlando
William Blood
Greater Orlando Aviation Authority
4101 East 9th St.
Orlando, FL 32812
305/859-9485

Zone No. 43, Battle Creek, MI
Marilyn E. Parks
BC/CAL/KAL Inland Port Authority of S. Central Michigan Dev. Corp.
P.O. Box 1438
Battle Creek, MI 49016
616/968-8197

Zone No. 44, Morris County, NJ
Joseph Brady
NJ Dept. of Comm. & Econ. Dev.
Office of Int'l Trade
744 Broad St.
Newark, NJ 07102
201/648-3518

Zone No. 45, Portland, OR
Peggy J. Krause
Port of Portland
P.O. Box 3529
Portland, OR 97208
503/231-5000, ext. 220

Zone No. 46, Cincinnati
Joe Kramer
Greater Cincinnati FTZ, Inc.
120 W. Fifth St.
Cincinnati, OH 45202
513/579-3143

Zone No. 47, Campbell County, KY
Joe Kramer
Greater Cincinnati FTZ, Inc.
120 W. Fifth St.
Cincinnati, OH 45202
513/579-3143

Zone No. 48, Tucson
William Tatom
Papago - Tucson FTZ Corp.
San Xavier Dev. Authority
P.O. Box 11246
Mission Station, AZ 85734
602/881-0439

Zone No. 49, Newark/Elizabeth
Catherine Durda
Port Authority of NY & NJ
Rm. 64 W., One World Trade Center
New York, NY 10048
212/466-7985

Zone No. 50, Long Beach, CA
Rick Aschieris
Board of Harbor Commissioners of the Port of Long Beach
P.O. Box 570
Long Beach, CA 90801-0570
213/590-4104

Zone No. 51, Duluth
Henry K. Hanka
Seaway Port Authority of Duluth
1200 Port Terminal Dr.
P.O. Box 8677
Duluth, MN 55808
218/727-8525

Zone No. 52, Suffolk County, NY
Jim Mackey
County of Suffolk
1 Trade Zone Drive
Ronkonkoma, NY 11779
516/588-5757

Zone No. 53, Rogers County, OK
Robert W. Portiss
City of Tulsa/Rogers Cty. Port Authority
Tulsa Port of Catoosa
5350 Cimarron Rd.
Catoosa, OK 74105
918/266-2291

Zone No. 54, Clinton County, NY
Francis A. Lapham
Clinton County Area Dev. Corp.
P.O. Box 19
Plattsburgh, NY 12901
518/563-3100

Zone No. 55, Burlington, VT
C. Harry Behney
Greater Burlington Industrial Corp.
P.O. Box 786
Burlington, VT 05402
802/862-5726

Zone No. 56, Oakland, CA
Dayton Ballenger
Oakland Int'l Trade Center, Inc.
633 Hagenburger Rd.
Oakland, CA 94621
415/639-7405

Zone No. 57, Mecklenberg Cty., NC
Richard Primm
Piedmont Distribution Center
P.O. Box 7123
Charlotte, NC 28217
704/588-2868

Zone No. 58, Bangor
Edward McKeon
City of Bangor Econ. Dept.
City Hall
Bangor, ME 04401
207/947-0341

Zone No. 59, Lincoln, NE
Duane Vicary
Lincoln Chamber of Commerce
1221 N. St., Suite 606
Lincoln, NE 68508
402/476-7511

Zone No. 60, Nogales, AZ
Herman Rivas
Rivas Realty
3450 Tucson-Nogales Hwy.
Nogales, AZ 85621
602/287-3411

Zone No. 61, San Juan, PR
Miguel Sigueroa
Puerto Rico Commercial Dev. Co.
Commonwealth of PR
G.P.O. Box 4943
San Juan, PR 00936
809/721-1273

Zone No. 62, Brownsville, TX
Al Cisneros
Brownsville Navigation District
Port of Brownsville
P.O. Box 3070
Brownsville, TX 78523-3070
512/831-4592

Zone No. 63, Prince George's County, MD
Don L. Spicer
Prince George's Cty. Gov.
The Collington Ctr.
16201 Trade Zone Ave., Ste. 104
Upper Marlboro, MD 20772
301/390-8123

Zone No. 64, Jacksonville, FL
Bruce Cashon
Jacksonville Port Authority
P.O. Box 3005
2701 Talleyrand Ave.
Jacksonville, FL 32206
904/630-3070

Zone No. 65, Panama City, FL
Tommy L. Berry
Panama City Port Authority
P.O. Box 15095
Panama City, FL 32406
904/763-8471

Zone No. 66, Wilmington, NC
Patsy Everhart
NC State Port Authority
2202 Burnett Blvd.
Wilmington, NC 28402
919/763-1621

Zone No. 67, Morehead City, NC
Patsy Everhart
NC State Port Authority
2202 Burnett Blvd.
Wilmington, NC 28402
919/763-1621

Zone No. 68, El Paso
Robert C. Jacob, Jr.
El Paso Int'l Airport
El Paso, TX 79925
915/772-4271

Zone No. 70, Detroit
James Kellow
Gtr. Detroit FTZ, Inc.
100 Renaissance Ctr., Ste. 2020
Detroit, MI 48243
313/259-8077

Zone No. 71, Windsor Locks, CT
R. Clifford Randal
Industrial Dev. Commission of
Windsor Locks
Town Office Bldg.
50 Church Street, P.O. Box L
Windsor Locks, CT 06096
203/627-1444

Zone No. 72, Indianapolis
David P. Bennett
Indianapolis Econ. Dev. Corp.
48 Monument Circle
Indianapolis, IN 46204
317/236-6246

Zone No. 73, Baltimore/Washington International Airport
Robert J. Schott
All Cargo Expediting Services, Inc.
P.O. Box 28673
BWI Airport, MD 21240
301/859-4449

Zone No. 74, Baltimore
Paul Gilbert
City of Baltimore
c/o Baltimore Econ. Dev. Corp.
36 South Charles St.
Baltimore, MD 21201
301/837-9305

Zone No. 75, Phoenix
Edward R. Standage
City of Phoenix
Community & Econ. Dev. Admin.
920 E. Madison St., Suite D
Phoenix, AZ 85034
602/261-8707

Zone No. 76, Bridgeport, CT
Michael Freimuth
City of Bridgeport
City Hall, 45 Lyon Terrace
Bridgeport, CT 06604
203/576-7135

Zone No. 77, Memphis
Thomas D. Murphree
Mid-South Terminals Co., Ltd.
P.O. Box 13286
Memphis, TN 38113
901/774-4889

Zone No. 78, Nashville
Horace Bass
Metropolitan Nashville/Davidson
County Port Authority
172 Second Ave. N., Ste. 212
Nashville, TN 37201
615/259-7468

Zone No. 79, Tampa
George Unanue
City of Tampa, Office of Urban Dev.
City Hall, 315 E. Kennedy Blvd.
Tampa, FL 33602
813/223-8381

Zone No. 80, San Antonio
Kenneth W. Daly
City of San Antonio
P.O. Box 9066
San Antonio, TX 78285
512/299-8080

Zone No. 81, Portsmouth, NH
George Smith
New Hampshire State Port
Authority
555 Market St., Box 506
Portsmouth, NH 03801
603/436-8500

Zone No. 82, Mobile
Dan Dupont
Mobile Airport Authority
Brookley Complex, Bldg. 11
Mobile, AL 36615
205/438-7334

Zone No. 83, Huntsville, AL
J.E. Mitchell, Jr.
Huntsville-Madison County
Airport Authority
P.O. Box 6006
Huntsville, AL 35806
205/772-9395

Zone No. 84, Harris County, TX
Jack Beasley
Port of Houston Authority
P.O. Box 2562
Houston, TX 77252
713/670-2400

Zone No. 85, Everett, WA
Bill Grinstein
Puget Sound FTZ Assn.
c/o Econ. Dev. Partnership for WA
1800 Pacific Hwy. S., Ste. 400
Seattle, WA 98188
206/433-1629

Zone No. 86, Tacoma, WA
Bill Grinstein
Puget Sound FTZ Assn.
c/o Econ. Dev. Partnership for WA
18000 Pacific Hwy. S., Ste. 400
Seattle, WA 98188
206/433-1629

Zone No. 87, Lake Charles, LA
James E. Sudduth
Lake Charles Harbor & Terminal
District
P.O. Box AAA
Lake Charles, LA 70602
318/439-3661

Zone No. 88, Great Falls, MT
Joseph C. Mudd
Econ. Growth Council of Gt. Falls
P.O. Box 1273
Great Falls, MT 59403
406/761-5036

Zone No. 89, Clark County, NV
Al Dague
Nevada Dev. Authority
3900 Paradise Rd., Ste. 155
Las Vegas, NV 89109
702/739-8222

Zone No. 90, Onondaga, NY
Joseph D. Russo
County of Onondaga
c/o Greater Syracuse Chamber of
Commerce
100 E. Onondaga St.
Syracuse, NY 13202
315/470-1334

Zone No. 91, Newport, VT
Henry W. Merrill, Jr.
Northeastern Vermont Dev. Assn.
44 Main St.
St. Johnsbury, VT 05819
802/748-5181

Zone No. 92, Harrison County, MS
Noel Guthrie
Gtr. Gulfport/Biloxi FTZ, Inc.
3825 Ridgewood Rd.
Jackson, MS 39211-6453
601/982-6606

Zone No. 93, Raleigh/Durham
Pamela Davison
Triangle J Council of Governments
100 Park Drive, P.O. Box 12276
Research Triangle Park, NC 27709
919/549-0551

Zone No. 94, Laredo, TX
Jose L. Flores
Laredo Int'l Airport
Operator of FTZ No. 94
518 Flightline, Bldg. #132
Laredo, TX 78041
512/722-4933

Zone No. 95, Starr County, TX
Sam Vale
Starr County Industrial Foundation
P.O. Drawer H
Rio Grande City, TX 78582
512/487-5606

Zone No. 96, Eagle Pass, TX
Alfonso Gonzales
City of Eagle Pass
P.O. Box C
City Manager's Office
Eagle Pass, TX 78852
512/773-1111

Zone No. 97, Del Rio, TX
Jeff Pomeranz
City of Del Rio
City Manager's Office
P.O. Drawer DD
Del Rio, TX 78840
512/774-2781

Zone No. 98, Birmingham, AL
Virginia Riley
Mayor's Office
City of Birmingham
Birmingham City Hall
Birmingham, AL 35203
205/254-2277

Zone No. 99, Wilmington, DE
Dorothy Sbriglia
State of Delaware
Delaware Development Office
Dover, DE 19901
302/736-4271

Zone No. 100, Dayton, OH
Gary D. Gieisel
Gtr. Dayton FTZ, Inc.
1880 Kettering Tower
Dayton, OH 45423-1880
513/226-1444

Zone No. 101, Clinton County, OH
Mike Kuli
Airborne Foreign-Trade Zone, Inc.
145 Hunter Drive
Wilmington, OH 45177
513/382-5591

Zone No. 102, St. Louis
Wayne Weidemann
St. Louis County Port Authority
130 S. Bemiston
Clayton, MO 63105
314/721-0900

Zone No. 103, Grand Forks, ND
Robert W. Nelson
Grand Forks Dev. Foundation
P.O. Box 1177, 204 N. Third
Grand Forks, ND 58201
701/772-7271

Zone No. 104, Savannah, GA
Don Fishero
Savannah Airport Commission
P.O. Box 2723
Savannah, GA 31402-2723
912/964-0514 or 964-0904

Zone No. 105, Providence & North Kingston, RI
Ted Spinard
Rhode Island Port Auth. & Econ. Dev. Corp.
7 Jackson Walkway
Providence, RI 02903
401/277-2601

Zone No. 106, Oklahoma City
Carolyn Lyon
The City of Oklahoma City
c/o Community Dev. Dept.
200 N. Walker, 4th Fl.
Oklahoma City, OK 73102
405/231-2583

Zone No. 107, Des Moines
Fred Caruthers
Centennial Warehouse Corp.
10400 Hickman Rd.
Des Moines, IA 50322
515/278-9517

Zone No. 108, Valdez, AK
Vern Chase
The City of Valdez, AK
Port of Valdez
200 S.W. Market St. Ste 985
Portland, OR 97201-5713
503/227-4567

Zone No. 109, Watertown
John Nichols
The County of Jefferson
Jefferson Ind. Dev. Agency
175 Arsenal St.
Watertown, NY 13601
315/785-3226

Zone No. 110, Albuquerque
Bob Wittington
FTZ Operators, Inc.
1617 Broadway N.E., P.O. Box 26928
Albuquerque, NM 87125
505/842-0088

Zone No. 111, JFK Int'l Airport, NY
Gerald Drasheff
Port Auth. of NY & NJ
Kennedy Int'l Airport, Bus. Admin. Div., Bldg. 141
Jamaica, NY 11430
212/656-4402

Zone No. 112, Colorado Springs
Charlie Luse
Front Range FTZ, Inc.
4675 Aerospace Blvd.
Colorado Springs, CO 80925
303/390-5666

Zone No. 113, Ellis County, TX
Larry White
Trade Zone Operations, Inc.
100 Center Drive
Midlothian, TX 76065
214/299-6301

Zone No. 114, Peoria, IL
Don Rigley
Economic Dev. Council, Inc.
230 S.W. Adams
Peoria, IL 61602
309/676-0755

Zone No. 115, Beaumont, TX
Dolly Johnson
FTZ of Southeast Texas, Inc.
M-Bank Port Arthur
8200 Hwy. 69, Ste. 403
Port Arthur, TX 77640
409/722-7831

Zone No. 116, Port Arthur, TX
Dolly Johnson
FTZ of Southeast Texas, Inc.
M-Bank Port Arthur
8200 Hwy. 69, Ste. 403
Port Arthur, TX 77640
409/722-7831

Zone No. 117, Orange, TX
Dolly Johnson
FTZ of Southeast Texas, Inc.
M-Bank Port Arthur
8200 Hwy. 69, Ste. 403
Port Arthur, TX 77640
409/722-7831

Zone No. 118, Ogdensburg, NY
Salvatore Pisani
Ogdensburgh Bridge & Port Auth.
Ogdensburg, NY 13669
315/393-4080

Zone No. 119, Minneapolis-St. Paul
Dennis Rock
Gtr. Metro. FTZ Commission
331 2nd Ave. S., Midland Square Bldg.
Minneapolis, MN 55401
612/342-1211

Zone No. 120, Cowlitz County, WA
John C. Thompson
Cowlitz Econ. Dev. Council
1338 Commerce, Suite 211
Longview, WA 98632
206/423-9921

Zone No. 121, Albany, NY
Chungchin Chen
Capital Dist. Reg. Planning Cmsn.
214 Canal Square, 2nd Fl.
Schenectady, NY 12305
518/393-1715

Zone No. 122, Corpus Christi, TX
Thomas S. Moore
Port of Corpus Chrisiti Auth.
P.O. Box 1541
Corpus Christi, TX 78403
512/882-5633

Zone No. 123, Denver
Don Cooper
Aspen Distribution
5401 Oswego St., P.O. Box 39108
Denver, CO 80239
303/371-2511

Zone No. 124, Gramercy, LA
Richard J. Clements
South Louisiana Port Cmsn.
152 Bell Terre Blvd., Ste. 100
P.O. Drawer K
La Place, LA 70068-1109
504/652-9278

Zone 125, South Bend, IN
Kenneth Kanczuzewski
Material Trans Action
2741 N. Foundation Dr.
South Bend, IN 46634-1877
219/233-2666

Zone No. 126, Sparks, NV
Kevin Day
Nevada Dev. Auth.
Nevada FTZ
P. O. Box 11710
Reno, NV 89510
702/784-3844

Zone No. 127, West Columbia, SC
Donnie B. Turbeville
Columbia Metro. Airport
3000 Aviation Way
W. Columbia, SC 29169-2190
803/794-3427

Zone No. 128, Whatcom County, WA
Leroy Deardorff
Lummi Indian Business Council
2616 Kwina
Bellingham, WA 98266
206/734-8180

Zone No. 129, Bellingham, WA
Douglas Jones
Port of Bellingham
P.O. Box 1737
Bellingham, WA 98227-1737
206/676-2500

Zone No. 130, Blaine, WA
Douglas Jones
Port of Bellingham
P.O. Box 1737
Bellingham, WA 98227-1737
206/676-2500

Zone No. 131, Sumas, WA
Douglas Jones
Port of Bellingham
P.O. Box 1737
Bellingham, WA 98227-1737
206/676-2500

Zone No. 132, Coos County, OR
Frank G. Martin
Int'l Port of Coos Bay Cmsn.
Oregon Int'l Port of Coos Bay
Port Bldg., Front & Market Sts.
Coos Bay, OR 97420
503/267-7678

Zone No. 133, Quad-City, IA/IL
Richard R. Weeks
Quad-City FTZ, Inc.
First National Bank of the Quad-Cities
Suite 406
Quad-City, IL 61201
309/788-7436 or 319/326-1005

Zone No. 134, Chattanooga
Robert McAuley
Partners for Econ. Progress, Inc.
1001 Market St.
Chattanooga, TN 37402
615/756-2121

Zone No. 135, Palm Beach Cty.
Colonel Frank Donahue
Port of Palm Beach District
P.O. Box 781
Palm Beach, FL 33480
305/832-4556

Zone No. 136, Brevard Cty., FL
Ken Karpinski
Canaveral Port Authority
P.O. Box 267
Port Canaveral Station
Cape Canaveral, FL 32920
305/783-7831

Zone No. 137, Washington Dulles Int'l Airport
Thomas Morr
Washington Dulles FTZ
P.O. Box 17349
Washington Dulles Int'l Airport
Washington, DC 20041
703/661-8040

Zone No. 138, Franklin County, OH
Eric N. Waldron
Rickenbacker Port Authority
375 S. High St., 17th Floor
Columbus, OH 43215
614/461-9046

Zone No. 139, Sierra Vista, AZ
Joseph Luce
Sierra Vista Econ. Dev. Fdtn., Inc.
P.O. Box 2380
Sierra Vista, AZ 85636
602/459-6070

Zone No. 140, Flint, MI
Robert Hidley
City of Flint
Bishop Int'l Airport
G-3425 W. Bristol Rd.
Flint, MI 48507
313/766-8620

Zone No. 141, Monroe Cty., NY
Charles Goodwin
County of Monroe
Monroe County FTZ
55 St. Paul Street
Rochester, NY 14604
716/454-2220

NEW ENGLAND

- CONNECTICUT
- MAINE
- MASSACHUSETTS
- NEW HAMPSHIRE
- RHODE ISLAND
- VERMONT

Regional Review

Following are summaries of some of the events affecting site location in each of New England's states in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Connecticut. Connecticut is following the national trend toward a service-based economy. Manufacturing employment is on the decline, with a 1% drop from 1985, and the service industry is growing—up 3.2% in 1986 from 1985.

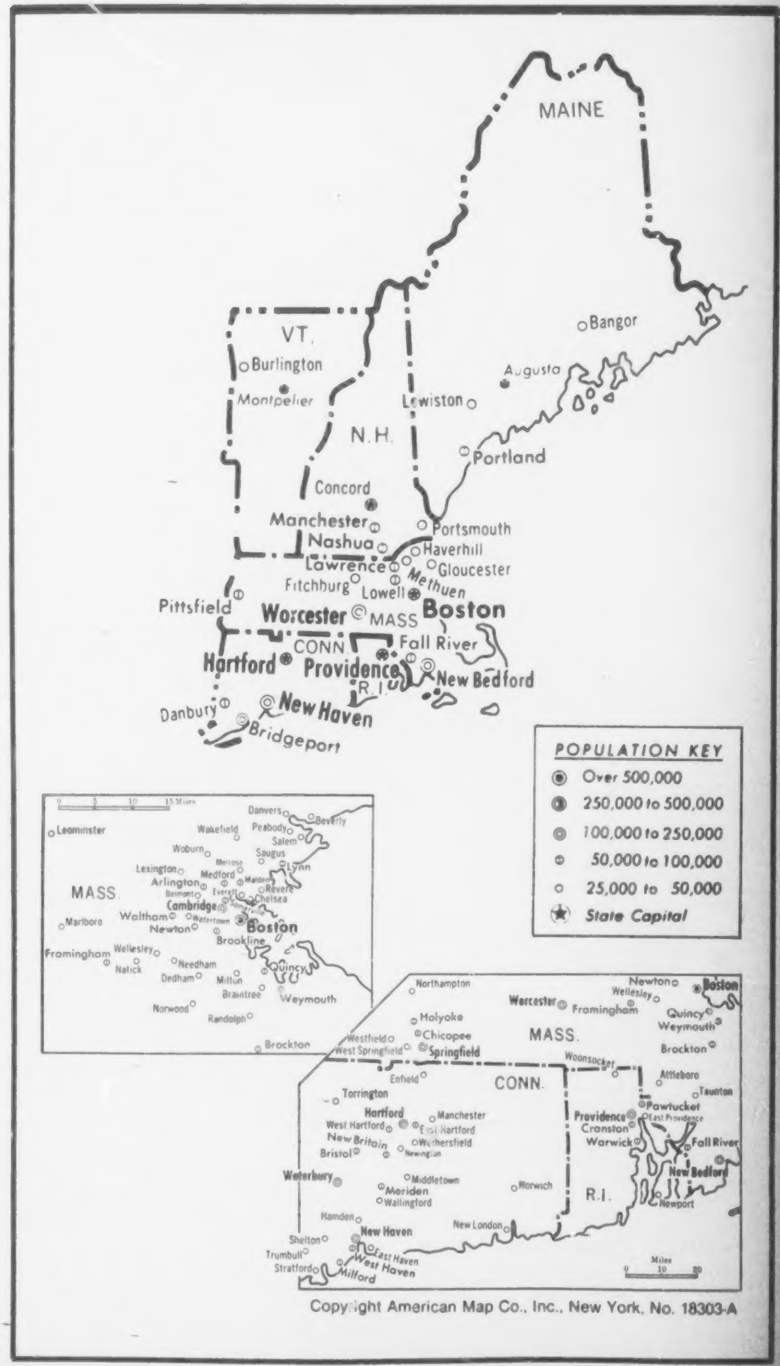
Overall job growth in the state increased 15.9% from 1980 to 1986, which is the 14th-highest growth rate for that period in the country.

Unemployment decreased 43.6% from 1980 to 1986—from 5.6% to 3.9%—and it is currently the third-lowest unemployment rate in the country.

In 1988, Connecticut is actively pursuing seven technologies. These seven were identified as industries for the state to target by the Connecticut Academy of Science and Engineering.

The state's first effort toward one of these industries involved the setting up of a "domestic trade mission" to California in January to help initiate new contract procurements for its aerospace-product firms. This effort was part of Connecticut's Economic Development Department's Sales Contract Center program, which was started in the 1970s to bring large companies to a centralized point in Connecticut where state firms could showcase their wares.

Maine. Maine's economy hasn't been affected by recent nationwide economic fluctuations; it is reliant on stable, growing industries. Its primary nonagricultural industry is wholesale and retail trade, which has grown 7.1% from 1986


MAINE
VT.
N.H.
MASS
CONN
R.I.
Burlington
Montpelier
Bangor
Augusta
Lewiston
Portland
Concord
Manchester
Nashua
Portsmouth
Haverhill
Lawrence
Gloucester
Methuen
Fitchburg
Lowell
Pittsfield
Worcester
Boston
Fall River
Hartford
Providence
New Bedford
Danbury
New Haven
Bridgeport
POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
Leominster
Marlboro
Framingham
Wellesley
Natick
Waltham
Newton
Cambridge
Lexington
Arlington
Belmont
Woburn
Medford
Melrose
Malden
Everett
Chelsea
Revere
Wakefield
Danvers
Peabody
Beverly
Salem
Saugus
Lynn
Brookline
Needham
Dedham
Milton
Quincy
Braintree
Weymouth
Norwood
Randolph
Brockton
Northampton
Holyoke
Chicopee
Westfield
West Springfield
Springfield
Woonsocket
Attleboro
Taunton
Pawtucket
East Providence
Cranston
Warwick
Newport
Enfield
Torrington
West Hartford
East Hartford
Wethersfield
Newington
New Britain
Bristol
Waterbury
Middletown
Meriden
Wallingford
Norwich
New London
Hamden
Shelton
Trumbull
Stratford
Milford
West Haven
East Haven
Miles

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WATERBURY Renaissance

MAYBE WATERBURY IS SO SUCCESSFUL BECAUSE WE REMEMBER OUR ROOTS.

Waterbury is Connecticut's premiere growth center. Recognized in the late 1800's and early 1900's as the "brass capital of the world", Waterbury has been transformed with the same strength and determination that originally made it famous. Today Waterbury is a virtual gold mine of affordable and attractive real estate.

The city's enthusiasm for new development and revitalization has brought to life many exceptional business opportunities. Reidville Industrial Park and the Enterprise Zone are two prime examples.

Bank Street looking North, Waterbury
CONFECTIONERS
TRUNKS

Reidville Industrial Park has been designed to satisfy even the most scrupulous site selector. The land has been subdivided to accommodate a variety of industrial needs. Parcels are priced below market standards at $25,000.00 and $33,000.00 an acre. Additionally, Reidville Industrial Park offers state and local tax abatement and grant programs.

To further support the city's plans for growth and innovation, Waterbury has established the largest Enterprise Zone in Connecticut. Comprised of 1400 acres along the Naugatuck River, this area was once the industrial core of the city. Companies that locate within the zone will receive 50% reduction in corporation tax, 80% abatement of local property taxes, state sales tax exemption on replacement parts for machinery used in manufacturing, and more.

Waterbury hasn't forgotten the industry it was founded on. The quality work ethic still remains. The historical buildings still stand tall. Waterbury welcomes you to its glorious city of renaissance.

WATERBURY Renaissance

THE WATERBURY RENEWAL AND ECONOMIC DEVELOPMENT AGENCY
29 LEAVENWORTH STREET, WATERBURY, CT 06702 — PHONE 203-757-9621

Joseph J. Santopietro
Mayor

Richard Barbieri
Chairman

Howard Plomann
Executive Director

Circle 16 on Brochure Service Card

to 1987. Its secondary industry is the services field, which grew 5.5% last year.

The state has itself in a good position to attract new business. New studies show that a well-educated labor force is one of the most important considerations to site seekers, and Maine devotes more than half of its $1.03-billion general fund on education expenditures. Higher-education funding increased 25.7% in fiscal 1987, which was the highest rise in the United States. Elementary- and secondary-school funding increased 9.6% last year.

Massachusetts. Massachusetts's economy has been consistently strong since the early 1980s. In the mid 1970s unemployment averaged 11%; as of Dec. 1987, it was at 3.1%, which was the third-lowest rate in the country. Per capita income is currently the fourth-highest in the U.S. at $16,380, which is another indication of the state's recent economic strength.

Massachusetts has a total of 84 four-year colleges and universities, and more than one-third of the state's general fund went toward education in 1987. The presence of these universities promotes the image of a well-educated work force and of available new technology.

The services industry is by far the largest industry in the state, involving nearly 29% of the total nonagricultural employment. Wholesale and retail trade is next with 23.5%, and manufacturing is third with 19.7%.

New Hampshire. New Hampshire has had the lowest unemployment rate in the nation since 1983, and it had the highest growth rate in per capita income—55.3%—from 1980 to 1985. The June 1987 study *General Manufacturing Climates*, published by Grant Thornton, ranked New Hampshire 17th in the nation, and the Oct. 1987 "Annual Report on the States," from *Inc.* magazine, ranked the state second in the U.S. based on job generation, new businesses, and young-company growth.

To continue this positive trend, the state is preparing a state development plan that is scheduled for completion July 1, 1988. The plan will be used to stimulate and manage New Hampshire's economic growth through the better utilization of state and federal resources.

When asked to describe New Hampshire's economic strengths, William G. Herman, programs officer at the state's development agency, pointed to "a productive labor force, a favorable legislative business climate, and a quality environment for business workers."

Rhode Island. In 1987, Governor Edward D. DiPrete set up an "Opportunity Agenda" to make changes in some of Rhode Island's basic institutions. The first of these institutions was education, and the change came in the form of the Higher Education Improvement Act of 1987, which was passed to raise faculty compensation at public higher-education facilities. Another change involved the signing of the state's first revenue-sharing program last year. The program will provide $19 million in aid to the state's communities.

A sign of economic prosperity: In fiscal year 1987, the state's budget surplus was over $107 million, which was the largest in Rhode Island's history and was nearly 10% of the total original budget.

New companies committed to locating in Rhode Island in 1987 included Toray Industries of Japan, which agreed to purchase 40 acres at Quonset Point Industrial Park; 350 new jobs are expected to be created. WelGen Manufacturing of Cambridge, Mass., and London, England, has agreed to purchase 70 acres in West Greenwich, with a possibility of 400 to 600 jobs being created from the facility.

Vermont. The state has the third-smallest population in the United States, but the people that are there have jobs. The unemployment rate was the seventh-lowest nationally in 1986. A job-growth rate of 20.6% in the period 1980 to 1986 certainly affected this.

As in most New England states, manufacturing jobs are on the decline, decreasing 1% last year. The largest nonagricultural industry is services, which showed little change in employment in 1987.

Education is one of the state's strong points. While being hampered with "the smallest school districts in the nation with the greatest difference in property wealth of any state," as stated by Gov. Madeline Kunin, Vermont still had a respectable high-school graduation rate of 77.6% in 1986. This was the 17th-highest rate in the country. ☐

CONNECTICUT

STATE INFORMATION:

Financial assistance to industry:

- Development incentives (financial)
- Tax incentives
- Bonds & direct loans for buildings & construction
- Bonds & direct loans for machinery & equipment
- Bonds & direct loans for land
- Bonds & direct loans for pollution control & energy conservation
- Urban area development incentives
- Urban enterprise zone development incentives
- New product development financing
- Industrial mortgage insurance
- Assistance for job training
- Private & public financing programs
- Business generation assistance
- Site & facility location assistance

Tax rates:

Corporate income tax	11.5%
Personal income tax	none
Personal property tax levied by local communities, assessment at 70% fair market value in all towns	
Sales tax:	
Retail sales	7½%
Business services	7½%
Incorp. & franchise tax	(see corp. tax)
Gasoline tax	$.19/gal.

Advanced education facilities:

Four-year colleges & universities	23
Two-year or junior colleges	36
Vocational & business schools	111

Medical facilities:

Hospitals	37
Clinics	26

Labor analysis:

Civilian labor force	1,740,000 (1986)
High school graduates	50,700

For additional labor market information, contact Employ. Security Division, Labor Dept., 200 Folly Brook Blvd., Wethersfield, CT 06106, 203/566-5160.

Environment controls:

Air pollution: Air Compliance Section, State Dept. of Environ. Protection, State Off. Bldg., Hartford, CT 06115, 203/566-4030

Water pollution: Water Compliance and Hazardous Substances Section (same address as above), 203/566-3245

Noise pollution: Office of Noise Control (same address as above), 203/566-7494

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1987
CONNECTICUT	3,107.6	3,212.0
Bridgeport	142.5	144.1
Bristol	57.4	60.2
Danbury	60.5	64.5
East Hartford	52.6	43.1
East Haven	25.0	NA
Enfield	42.7	43.1
Fairfield	54.8	53.9
Greenwich	59.6	59.4
Groton Town	41.1	42.8

Hamden	51.1	51.1
Hartford	136.4	138.4
Manchester	49.8	50.1
Meriden	57.1	58.1
Middletown	39.0	40.2
Milford	50.9	51.6
Naugatuck	26.5	NA
New Britain	73.8	73.9
New Haven	126.1	123.9
New London	28.8	29.1
Newington	28.8	NA
Norwalk	77.8	79.3
Norwich	38.1	39.4
Shelton	31.3	NA
Southington	36.9	NA
Stamford	102.5	103.2
Stratford	50.5	51.0
Torrington	31.0	NA
Trumbull	33.0	NA
Vernon	28.0	NA
Wallingford	37.3	NA
Waterbury	103.3	103.2
West Hartford	61.3	61.4
West Haven	53.2	53.4
Westport	25.3	NA
Wethersfield	26.0	NA

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1987
	Thousands	
Bridgeport-Stamford-Norwalk-Danbury	807.1	828.6
Hartford-New Britain-Middletown-Bristol	1,051.6	1,097.9
New Haven-Waterbury-Meriden	761.3	770.6
New London-Norwich	238.4	251.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
CONNECTICUT		
390.6	42.4	10.49
Bridgeport-Milford		
60.8	41.9	10.99
Hartford		
96.3	41.9	10.69
New Britian		
20.4	43.7	10.90
New Haven-Meriden		
46.4	40.2	10.14
Stamford		
23.8	40.3	11.41
Waterbury		
23.3	42.9	9.05

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
CONNECTICUT		
1,795.8	52.1	2.9
Bridgeport-Milford		
235.7	8.2	3.5
Hartford		
435.9	11.3	2.6
New Britain		
75.7	2.2	2.9
New Haven-Meriden		
279.5	7.8	2.8
Stamford		
120.3	2.6	2.2
Waterbury		
103.6	3.9	3.8

*preliminary figures

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
66.0	39.3	15.22
MANUFACTURING		
410.6	41.9	9.57
DURABLE GOODS		
308.0	42.2	9.77
Lumber & Furniture-SIC 24		
7.6	42.0	7.44
Primary metal industries-SIC 33		
14.6	43.4	10.04
Fabricated metal products-SIC 34		
49.3	42.0	8.99
Machinery, except electrical-SIC 35		
50.0	43.2	10.35
Electrical & electronic equip.-SIC 36		
60.0	41.1	8.21
Transportation equipment-SIC 37		
83.3	42.7	11.97
Instruments & related products-SIC 38		
27.5	43.1	9.02

Area Wage Survey

Average straight-time hourly earnings

	Hartford 7/86
Office, professional, & technical	
Payroll clerks	$ 7.14
Accounting clerks	7.48
File clerks	5.47
Typists	6.94
Key entry operators	6.73
Secretaries	9.40
Stenographers	NA
Switchbd opr-receptionists	6.78
Word processors	7.65
Drafters	11.01
Electronics technicians	11.80
Computer operators	9.33
Computer programmers	13.30
Computer systems analysts	17.04
Maintenance & powerplant	
Carpenters	12.14
Electricians	13.05
Engineers, Stationary	13.64
Machinists	11.85
Mechanics (machinery)	11.35
Tool & die makers	12.81
Custodial & material movement	
Guards	5.45
Janitors, porters & cleaners	NA
Laborers, mat'l hdlg	8.39
Shippers & receivers	8.02
Truckdrivers	9.99
Forklift operators	10.26

Two strong reasons to locate in Connecticut

The skilled hands of the Connecticut worker, ready to help your business grow.

CLASSIConnecticut
Yankee ingenuity at work.

For further information, contact Commissioner John J. Carson Connecticut Department of Economic Development, Suite 22, 210 Washington Street, Hartford, CT 06106. Or call (203) 566-3787.

Circle 17 on Brochure Service Card

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bridgeport 3, 7, 13, 22
Bristol 1 (Hartford)
Danbury 3 (Bridgeport)
East Hartford 1, 3 (Hartford)
East Haven (New Haven)
Enfield (Hartford)
Fairfield 3 (Bridgeport)
Greenwich 3 (White Plains, NY)
Groton 4 (New London)
Hamden (New Haven)
Hartford 1, 3, 6, 8, 10, 12-21, 23-25
Manchester 3 (Hartford)
Meriden 3 (Hartford)
Middletown 3 (Hartford)
Milford 3 (Bridgeport)
Naugatuck 1 (New Haven)
New Britain 1, 3 (Hartford)
New Haven 1, 3, 7, 11, 13
New London 2, 4, 7, 11, 13
Newington 1, 3 (Hartford)
Norwalk 3 (White Plains, NY)
Norwich 2, 4 (New London)
Shelton 3 (New Haven)
Southington 1 (Hartford)
Stamford 3 (White Plains, NY)
Stratford 3 (Bridgeport)
Torrington 1 (Hartford)
Trumbull (Bridgeport)
Vernon (Hartford)
Wallingford 1, 3 (New Haven)
Waterbury 1 (New Haven)
West Hartford (Hartford)
West Haven 3 (New Haven)
Westport 3 (Bridgeport)
Wethersfield (Hartford)

Railroads

1. Boston & Maine Corp.
2. Central Vermont Railway
3. Conrail
4. Providence & Worcester R.R. Co.

Airlines

5. Action Airlines
6. Air Canada-Air Ontario
7. Allegheny Commuter
8. American
9. American Eagle
10. Continental
11. Continental Express-PBA-Provincetown-Boston
12. Delta
13. Delta Connection-Business Express
14. Eastern
15. Eastern Express-Bar Harbor
16. Gulfstream
17. Holiday Airlines
18. Mall Airways
19. Northwest
20. Pan Am Express
21. Piedmont
22. Piedmont Commuter-Jetstream Int.'l
23. TWA
24. United
25. USAir

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Bridgeport	30	74	5501	746
Hartford	25	73	6174	666
Middletown	27	73	5976	611
Norwalk	28	73	5847	598

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- Truck Dock/Overhead Cranes/All Utilities
- Office Space Available

New Waterbury Ltd.
59 Mill Street P.O. Box 1749
Waterbury, Connecticut 06722
(203) 753-1115 (800) 289-1011

Circle 18 on Brochure Service Card

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bridgeport — 8e, 6g
Bristol — 3eg
Danbury — 3eg
East Hartford — 3e, 1g
East Haven — 8e, 6g
Enfield — 3eg
Fairfield — 8e, 6g
Greenwich — 3e, 1g
Groton — 2e, 3e
Hamden — 8e, 6g
Hartford — 3eg, 1g
Manchester — 3e, 1g
Meriden — 3eg
Middletown — 3eg
Milford — 8e, 6g
Naugatuck — 3eg
New Britain — 3e, 1g
New Haven — 8e, 6g
Newington — 3e, 1g
New London — 3eg
Norwalk — 4e (serves E. Norwalk), 7e (serves S. Norwalk), 3eg
Norwich — 5eg
Shelton — 8e, 3g
Southington — 3eg
Stamford — 3eg
Stratford — 8e, 6g
Torrington — 3eg
Trumbull — 8e, 6g
Vernon — 1g, 3eg
Wallingford — 9e, 3g
Waterbury — 3eg
West Hartford — 3e, 1g
West Haven — 8e, 6g
Westport — 3e, 6g
Wethersfield — 3e, 1g

1. Connecticut Natural Gas Corp.
   100 Columbus Blvd., Hartford 06103
2. Groton Dept. of Utilities
   295 Meridan St., Box 820, Groton 06340
3. Northeast Utilities
   (Conn Light & Power Co.) 107 Selden St., Berlin 06037-1616; Box 270, Hartford 06141-0218
4. Norwalk Third Taxing Dist.
   2 Second St., Norwalk 06855
5. Norwich Dept. of Public Utilities
   34 Courthouse Sq., Norwich 06360
6. Southern Conn. Gas Co.
   880 Broad St., Bridgeport 06604
7. S. Norwalk Electric Works
   State St., Box 400, S. Norwalk 06856
8. United Illuminating Co.
   80 Temple St., New Haven 06506
9. Wallingford Elec. Div.
   100 John St., P.O. Box 190, Wallingford 06492

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	136	678
Sand & gravel (construction)	6,800	25,500

Stone:		
Crushed	7,700	45,800
Dimension	24	1,653
Combined value of feldspar, gem stones, mica (scrap) and sand and gravel (industrial)		5,500
Total 1986 (preliminary)		79,131

* thousand short tons

DEVELOPMENT COUNSELORS:

State Development Agency

Carson, John J., Cmsr.
Connecticut Dept. of Econ. Dev.
210 Washington St.
Hartford, 06106
203/566-3787

Areas & Others

Bristol
Director
Simmons-Boardman Pub. Corp.
345 Hudson St.
New York, NY 10014
212/620-7206

Hartford
Cosgrove, Leslie, V.P.
Stockton Associates
60 Washington St., 06106
203/249-0388
Studley, Don B., Gas Mktg. Mgr.
Northeast Utilities Svc. Co.
P.O. Box 270, 06141-0270
203/721-2703

Middletown
Stronz, Michelle M., Exec. Dir.
Middletown Ind. Dev. Corp.
70 College St., 06457
201/347-7291

New Haven
Cook, Charles W., Sr. V.P.
The United Illuminating Co.
80 Temple St., 06506
203/787-7302
Nemerson, Matthew
New Haven Chamber of Comm.
P.O. Box 1445 06506
203/787-6735

Waterbury
Glikbarg, John S., Leasing Mgr.
New Waterbury Ltd.
P.O. Box 1749, 06722
203/753-1115
800/289-1011
Guerrera, Ron, Econ. Dev. Dir.
Waterbury Renewal & Econ. Dev. Agency
29 Leavenworth St., 06702
203/757-9621

STATE INFORMATION:

Financial assistance to industry:

- Financial packaging assistance
- Industrial & revenue bonds for land, buildings, & equipment
- Umbrella revenue bonds for small companies
- Regional revolving loan funds
- Community development loans
- Subsidized training programs
- Loan guarantees
- Venture capital
- SBA 503 & 7A loans
- Jobs & investment tax credit
- Farmers Home Administration loan guarantees
- Urban Development Action Grants (most communities eligible)
- No inventory tax
- No sales tax on air/water pollution control equipment
- No sales tax on raw materials used in mfg. of products for resale
- Marketing assistance
- Business assistance
- Site location assistance
- Mortgage insurance program
- Veterans' loans
- Natural resource entrants program
- Tax increment financing

Tax rates:

Corporate income tax	3.5% on first $25,000; 7.93% on income between $25,000 & $75,000; 8.33% on income between $75,000 & $250,000; 8.93% on excess over $250,000
Personal income tax	1%-10%
Sales tax	5%
Franchise tax	none
Incorporation tax	none
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	17
Two-year or junior colleges	NA
Vocational & business schools	35

Medical facilities:

Hospitals	44

Labor analysis:

Civilian labor force	583,600
High-school grads. (employed)	533,000

For further labor market information, contact Employ. Security Commission, 20 Union St., Augusta, ME 04330, 207/289-3029

Environment controls:

Air, water, land, & hazardous waste pollution: Henry Warren, Cmsr., Dept. of Environ. Protection, AMHI, Ray Bldg., Augusta, ME 04333, 207/289-2811

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
MAINE	1,124.7	1,182.4
Bangor	31.6	30.7
Lewiston	40.5	39.6
Portland	61.6	63.1

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1987
	—Thousands—	
Bangor	137.0	138.4
Lewiston-Auburn	99.7	100.9
Portland	215.8	228.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MAINE			
	104.6	41.9	8.84
Lewiston - Auburn			
	9.8	39.9	7.43
Portland			
	15.8	42.0	9.18

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Portland ME 12/85
Office, professional, & technical	
Payroll Clerks	$ 7.27
Accounting clerks	6.52
File clerks	4.85
Typists	5.34
Key entry operators	6.37
Secretaries	7.91
Switchbd opr-receptionists	5.75
Word processors	6.45
Drafters	NA
Electronic technicians	NA
Computer operators	8.55
Computer programmers	11.49
Computer systems analysts	14.92
Maintenance & powerplant	
Machinists	11.83
Mechanics (machinery)	11.11
Tool & die makers	12.76
Custodial & material movement	
Guards	NA
Janitors, porters, & cleaners	6.47
Laborers, material handling	6.69
Shippers & receivers	7.31
Truckdrivers	9.32
Forklift operators	7.96

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
23.0	NA	NA
MANUFACTURING		
106.2	40.0	8.40
DURABLE GOODS		
44.5	40.1	8.46

Lumber & wood products- SIC 24

14.1	40.5	8.06

Primary & fabricated metals- SIC 33

18.1	39.5	8.10

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MAINE	610.3	17.6	2.9
Lewiston-Auburn	41.8	1.5	3.5
Portland	129.6	2.3	1.8

*preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bangor 1, 4, 5, 8-11, 13
Lewiston 3, 4, 10
Portland 2-13

Railroads

1. Bangor & Aroostook R.R. Co.
2. Boston & Maine Corp.
3. Canadian National Railways
4. Maine Central R.R. Co.

Airlines

5. Bangor Int'l Airline
6. Continental
7. Continental Express-Presidential Airways
8. Delta
9. Delta Connection-Business Express
10. Eastern Express-Bar Harbor
11. United
12. USAir
13. Valley Airlines

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	40	97
Sand & gravel (construction)	7,900	19,000
Stone (crushed)	1,600	4,300
Combined value of cement, garnet (abrasive), gem stones, and stone (dimension)		22,755
Total 1986 (preliminary)		46,149

* thousand short tons

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bangor — 1e, 3g
Lewiston — 2e, 4g
Portland — 2e, 4g

1. Bangor Hydro-Electric Co.
   33 State St., Bangor 04401
2. Central Maine Power Co.
   Edison Drive, Augusta 04336
3. Maine Utility Gas Co.
   34 Central St., Bangor 04401
4. Northern Utilities, Inc.
   1075 Forest Ave., Portland 04104

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Lewiston	21	70	7351	390
Portland	22	68	7501	254

DEVELOPMENT COUNSELORS:

State Development Agency

Sewall, Nancy C., Bus. Dev. Dir.
Dept. of Econ. & Comm. Dev.
State House Station 59
Augusta, 04333
207/289-2656

Areas & Others

Augusta
Jordan, M. Peter, Dir.
Dept. of Econ. Dev.
One City Center Plz., 04330
207/626-2336
Wagner, Richard F., Jr., C.I.D.
Bus. & Comm. Svcs. Dir.
Central Maine Power Co.
Edison Dr., 04336
207/623-3521

Scarborough
Johnson, Roger R., Pres.
Scarborough Econ. Dev. Corp.
P.O. Box 550, 04074
207/883-4893

Waterville
Kelso, Richard L., C.I.D., Pres.
Mid-State Econ. Dev. Corp.
P.O. Box 257, 04901
207/872-5598

MASSACHUSETTS

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Revenue bonds & industrial mortgage guarantees
- Bonds for pollution control equip.
- Aid for job training
- Technical assistance & start-up capital for small technology-based businesses and mature industries

Tax rates:

Corporate income tax	9.5% on net
Personal income tax	5.375% on earned income, or 10.75% on unearned (stock dividends, etc.)
Personal property tax	varies locally
Sales tax	5%
Franchise tax	$2.60/M on tangibles or net worth. $228.00 min.
Inventory tax	$2.60/M
Gasoline tax	10% on whole state, with min of $.11/gal.

Advanced education facilities:

Four-year colleges & universities	84
Two-year or junior colleges	35
Vocational & business schools	169

Medical facilities:

Hospitals	177
Medical clinics	164
Mental health clinics	280
Outpatient clinics	147

Labor analysis:

Civilian labor force	3,143,200 (7/86)
High school graduates	65,885 (1984)

For additional labor market information, contact Employ. Security Div., Charles F. Hurley Employ. Security Bldg., Government Ctr., Boston, MA 02114, 617/727-7412.

Environment controls:

Air & water pollution: Mass. Dept of Environ. Quality Engineering, Div. of Pollution Control, 110 Tremont St., Boston, MA 02202, 617/727-3855

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
MASSACHUSETTS	5,737.0	5,876.0
Agawam	26.3	NA
Amherst	33.2	NA
Andover	26.4	NA
Arlington	48.2	45.4
Attleboro	34.2	34.8
Barnstable	30.9	NA
Belmont	26.1	NA
Beverly	37.7	NA
Billerica	36.7	NA
Boston	563.0	572.5
Braintree	36.3	NA
Brockton	95.2	96.7
Brookline	55.1	53.4
Cambridge	95.3	92.3
Chelmsford	31.2	NA
Chelsea	25.4	NA
Chicopee	55.1	56.9
Dedham	25.3	NA
Everett	37.2	NA
Fall River	92.6	93.5
Fitchburg	39.6	40.3
Framingham	65.1	64.9
Gloucester	27.8	28.4
Haverhill	46.9	48.1
Holyoke	44.7	43.2
Lawrence	63.2	65.4
Leominster	34.5	35.2
Lexington	29.5	NA

Lowell	92.4	93.6
Lynn	78.5	80.4
Malden	53.4	53.7
Marlboro	30.6	NA
Medford	58.1	57.3
Melrose	30.1	NA
Methuen	36.7	NA
Milton	25.9	NA
Natick	29.5	NA
Needham	27.9	NA
New Bedford	98.5	99.0
Newton	83.6	82.3
Northampton	29.3	29.9
Norwood	29.7	NA
Peabody	46.0	46.5
Pittsfield	52.0	50.4
Plymouth	35.9	NA
Quincy	84.7	83.8
Revere	42.4	43.4
Salem	38.2	38.9
Somerville	77.4	75.8
Springfield	152.3	151.0
Stoughton	26.7	NA
Taunton	45.0	46.8
Waltham	58.2	57.7
Watertown	34.4	NA
Wellesley	27.2	NA
West Springfield	27.0	NA
Westfield	36.5	37.0
Weymouth	55.6	54.5
Woburn	36.6	NA
Worcester	161.8	162.1

New England County Metropolitan Areas (NECMAs)

	Census 1980 Thousands	Estimate 1987
Boston-Lawrence-Salem-Lowell-Brockton	3,662.7	3,724.2
New Bedford-Fall River-Attleboro	474.7	493.3
Pittsfield	145.1	142.8
Springfield	581.8	589.8
Worcester-Fitchburg-Leominster	646.4	664.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MASSACHUSETTS	604.8	41.1	10.02
Boston	289.6	41.0	10.85
Brockton	11.1	NA	NA
Fall River	16.4	NA	NA
Lawrence-Haverhill	50.7	NA	NA
Lowell	36.8	NA	NA
New Bedford	20.5	NA	NA
Springfield-Chicopee-Holyoke	53.3	42.0	9.37
Worcester	45.7	40.5	9.80

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Boston 8/86	Worcester 4/86
Office, professsional, & technical		
Payroll clerks	$ 8.56	7.85
Accounting clerks	7.83	7.71
File clerks	6.04	5.08
Typists	6.92	NA
Key entry operators	7.29	6.64
Secretaries	10.00	9.01
Stenographers	8.92	NA
Switchbd operators/receptionists	7.17	6.59
Word processors	8.68	7.04
Drafters	12.15	10.83
Electronic technicians	11.19	10.78
Computer operators	9.47	8.91
Computer programmers	13.11	12.35
Computer systems analysts	16.96	15.62
Maintenance & powerplant		
Carpenters	12.27	11.03
Electricians	13.78	11.84
Engineers, stationary	13.94	11.70
Machinists	12.52	11.52
Mechanics (machinery)	11.78	10.90
Tool & die makers	13.70	11.80
Custodial & material movement		
Guards	6.06	5.59
Janitors, porters, & cleaners	6.23	5.90
Laborers, mat'l handling	7.79	6.68
Shippers & receivers	8.77	7.81
Truckdrivers	12.01	10.96
Forklift operators	10.33	9.43

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	108.8	NA	NA
MANUFACTURING	661.1	40.7	9.0
DURABLE GOODS	447.0	41.5	9.45
Lumber & furniture-SIC 24	12.3	38.3	6.84
Stone, clay, & glass prods.-SIC 32	11.5	40.3	10.91
Primary metal industries-SIC 33	15.8	42.6	8.56
Fabricated metal products-SIC 34	47.5	41.2	9.37
Machinery, except electrical-SIC 35	112.6	42.4	9.89
Electrical & electronic equip.-SIC 36	128.6	42.2	9.00
Transportation equipment-SIC 37	40.8	40.2	11.38
Instruments & related prods.-SIC 38	58.0	40.6	9.55
Misc. mfg. industries-SIC 39	19.9	41.0	8.01

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MASSACHUSETTS	3,097.1	84.2	2.7
Boston	1,536.0	37.8	2.3
Brockton	98.4	3.0	3.1
Fall River	78.3	3.0	4.2
Fitchburg-Leominster	45.8	1.7	3.5
Lawrence-Haverhill	183.3	7.1	4.1
Lowell	148.5	4.4	3.1
New Bedford	83.5	3.1	3.7
Pittsfield	41.8	1.4	3.3
Springfield	252.9	6.7	2.7
Worcester	212.6	5.3	2.5

*preliminary figures

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	138	692
Lime	106	7,284
Sand & gravel (construction)	18,200	52,300
Stone:		
Crushed	9,800	47,100
Dimension	79	14,928
Combined value of gem stones, peat, and sand and gravel (industrial)		738
Total 1986 (preliminary)		123,042

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Amherst	23	71	6612	500
Boston	30	74	5593	699
Fitchburg	24	72	6619	523
Framingham	26	73	6205	613
Haverhill	26	74	6024	667
Lawrence	26	73	6232	563
New Bedford	32	73	5305	721
Springfield	27	74	5953	699
Taunton	27	71	6276	455
Worcester	23	70	6950	359

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (B) = Boston.

Agawam (Chicopee)
Amherst 3 (Chicopee)
Andover 2 (Manchester, NH; B)
Arlington 2 (B)
Attleboro 4 (Providence, RI)
Barnstable 4 (Hyannis; B)
Belmont 2 (B)
Beverly 2 (B)
Billerica 2 (B)
Boston 2, 4, 5, 7-26, 28-46
Braintree 1 (B)
Brockton 4 (B)
Brookline (B)
Cambridge 2, 28
Chelmsford (B)
Chelsea 2, 4 (B)
Chicopee 2, 27
Dedham 4 (B)

MASSACHUSETTS

Everett 2, 4 (B)
Fall River 4 (New Bedford)
Fitchburg 2, 4 (Worcester)
Framingham 4 (B)
Gloucester 2 (B)
Haverhill 2 (Manchester, NH; B)
Holyoke 2 (Hartford, CT)
Lawrence 2 (Manchester, NH; B)
Leominster 4 (Worcester)
Lexington 2 (B)
Lowell 2 (B)
Lynn 2 (B)
Malden 2 (B)
Marlboro 4 (Worcester)
Medford 2 (B)
Melrose 2 (B)
Methuen 2 (B)
Milton (B)
Natick 4 (B)
Needham 1 (B)
New Bedford 4, 19
Newton 4 (B)
Northampton 2, 4 (Chicopee)
Norwood 4 (B)
Peabody 2 (B)
Pittsfield 2, 4 (Albany, NY)
Plymouth (B)
Quincy (B)
Randolph (B)
Revere 2 (B)
Salem 2 (B)
Somerville 2 (B)
Springfield 2, 4 (Hartford, CT)
Stoughton 4 (B)
Taunton 4 (New Bedford)
Wakefield 2 (B)
Waltham 2 (B)
Watertown 2 (B)
Wellesley 4 (B)
West Springfield 4 (Chicopee)
Westfield 4 (Hartford, CT)
Weymouth (B)
Woburn (B)
Worcester 2, 4, 6, 18, 23

Railroads

1. Bay Colony R.R. Corp.
2. Boston & Maine
3. Central Vermont Railway
4. Conrail
5. Illinois Central Gulf Railroad
6. Providence & Worcester R.R. Co.

Airlines

7. Aer Lingus
8. Air Canada
9. Air Canada-Air Nova Inc.
10. Air France
11. Allegheny Commuter
12. American
13. American Eagle
14. British Airways
15. BWIA International
16. Canadian Airlines Intl. Commuter-Air Atlantic
17. Catskill Airways
18. Continental
19. Continental Express-PBA-Provincetown-Boston
20. Delta
21. Delta Connection-Business Express
22. Eastern
23. Eastern Express Bar-Harbor
24. Eastern Express-Precision
25. El Al
26. First Air
27. Gulfstream
28. Hub Express, Inc.
29. Icelandair
30. Lufthansa
31. Midway Airlines, Inc.
32. Midwest Express
33. Northwest
34. Pan American
35. Pan Am Express
36. Piedmont
37. Piedmont Commuter-Brockway Air
38. Piedmont Regional-Henson
39. Sabena
40. Swissair
41. TACV-Cabo Verde Airlines
42. TAP Air Portugal
43. TWA
44. United
45. USAir
46. Valley Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Agawam — 25e, 1g
Amherst — 25e, 3g
Andover — 19e, 1g
Arlington — 4e, 5g
Attleboro — 19e, 1g
Barnstable — 11e, 9g, 10g
Belmont — 2e, 5g, 12g
Beverly — 19e, 5g
Billerica — 19e, 9g
Boston — 4e, 5g
Braintree — 6e, 5g
Brockton — 14e, 1g
Brookline — 4e, 5g
Cambridge — 7e, 12g
Chelmsford — 19e, 9g
Chelsea — 4e, 5g
Chicopee — 8e, 1g
Danvers — 13e, 5g
Dedham — 4e, 12g
Everett — 19e, 5g
Fall River — 14e, 16g
Fitchburg — 17eg
Framingham — 4e, 5g, 12g
Gloucester — 19e, 5g
Haverhill — 19e, 15g
Holyoke — 18eg
Lawrence — 19e, 1g
Leominster — 19e, 5g
Lexington — 4e, 5g
Lowell — 19e, 9g
Lynn — 19e, 5g
Malden — 19e, 5g
Marlborough — 19e, 12g
Medford — 19e, 5g
Melrose — 19e, 5g
Methuen — 19e, 1g
Milton — 4e, 5g
Natick — 4e, 5g, 12g
Needham — 4e, 5g, 12g
New Bedford — 11e, 12g
Newton — 4e, 5g
Northampton — 19e, 1g
Norwood — 20e, 5g
Peabody — 21e, 5g
Pittsfield — 25e, 3g
Plymouth — 11e, 12g
Quincy — 19e, 5g
Randolph — 19e, 1g
Revere — 19e, 5g
Salem — 19e, 5g
Somerville — 4e, 5g, 12g
Springfield — 25e, 1g
Stoughton — 14e, 1g
Taunton — 22e, 1g
Wakefield — 23eg, 5g
Waltham — 4e, 5g
Watertown — 4e, 5g
Wellesley — 24e, 5g
West Springfield — 25e, 1g
Westfield — 26eg
Weymouth — 19e, 5g
Woburn — 4e, 5g
Worcester — 19e, 12g

1. Bay State Gas Co.
   120 Royall St., Canton 02021
2. Belmont Mun. Light Dept.
   450 Concord Ave., Belmont 02178
3. Berkshire Gas Co.
   115 Cheshire Rd., Pittsfield 01201
4. Boston Edison Co.
   800 Boylston St., Boston 02199
5. Boston Gas Co.
   One Beacon St., Boston 02108
6. Braintree Elec. Light Dept.
   44 Allen St., Braintree 02184
7. Cambridge Elec. Light Co.
   46 Blackstone St., Cambridge 02139
8. Chicopee Elec. Light Dept., 725
   Front St., Chicopee 01020
9. Colonial Gas Co.
   40 Market St., Lowell 01853
10. Colonial Gas Co., Cape Cod Div.
    127 White's Path, S. Yarmouth 02664
11. Commonwealth Electric Co.
    2421 Cranberry Hwy., Wareham 02571
12. Commonwealth Gas Co.
    675 Massachusetts Ave., Cambridge 02139
13. Danvers Elec. Division
    2 Burroughs St., Danvers 01923
14. Eastern Edison Co.
    110 Mulberry St., Box 471, Brockton 02403
15. Essex County Gas Co.
    7 N. Hunt Rd., Box 500, Amesbury 01913
16. Fall River Gas Co.
    155 N. Main St., Fall River 02722
17. Fitchburg Gas & Elec. Light Co.
    285 John Fitch Hwy., Box 2070, Fitchburg 01420
18. Holyoke Gas & Elec. Dept.
    70 Suffolk St., Holyoke 01040
19. Massachusetts Elec. Co.
    25 Research Dr., Westborough 01582
20. Norwood Mun. Light Dept.
    206 Central St., Norwood 02062
21. Peabody Mun. Light Plant
    70 Endicott St., Peabody 01960
22. Taunton Mun. Light Plant
    55 Weir St., Box 870, Taunton 02780
23. Wakefield Mun. Light Dept.
    9 Albion St., Wakefield 01880
24. Wellesley Dept. of Public Works
    455 Worcester, Box 364, Wellesley Hills 02181
25. Western Mass. Elec. Co.
    174 Brush Hill Ave., W. Springfield 01090-0010
26. Westfield Gas & Elec. Lt. Dept.
    100 Elm, Box 990, Westfield 01086

DEVELOPMENT COUNSELORS:

State Development Agency

Sugrue, William
Dir., S.I.T.E. Program
Commonwealth of Massachusetts
100 Cambridge St., Boston, 02202
617/727-3215

Areas & Others

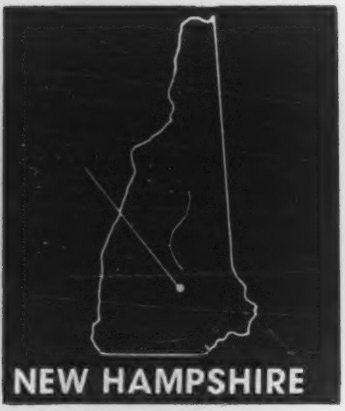
Cambridge
Foden, Harry G., C.I.D., V.P.
Arthur D. Little, Inc.
32 Acorn Pk., 02140
617/864-5770 Ext. 3141

Fitchburg
Lanava, Michael A., Exec. Dir.
Fitchburg Ind. Dev. Cmsn.
718 Main St., City Hall, 01420
617/345-9602

New Bedford
Bourgeois, David M., Exec. Dir.
Econ. Dev. Corp. of New Bedford
133 William St., Rm. 221
City Hall, 02740
617/997-6501

Pittsfield
Maynard, David A., Cmsr.
Pittsfield Office of Community & Econ. Dev.
70 Allen St., 01201
413/499-9368

Taunton
McAloon, William A., Exec. Dir.
Taunton Ind. Dev. Cmsn.
14 Merchants Ln., 02780
617/824-5856



STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings
- Aid for job training
- Bonds for machinery & equipment
- Mortgage guarantees

Tax rates:

Corporate income tax	8% as of 7/1/87 per current legislation
Personal income tax	none
Sales tax	none
Incorporation tax	$60 min. additional fee based on amount of authorized tax
Franchise tax	equals amount of original incorporation fee. $25 document filing fee effective
Gasoline tax	$.14/gal.

Advanced education facilities:

Four-year colleges & universities	21
Two-year or junior colleges	7
Vocational & technical schools	10

Medical facilities:

Hospitals	27
Outpatient clinics (OC)	53
Day habilitation	19
Adult medical day care	5
Birthing center	1
Kidney dialysis	2

Labor analysis:

Civilian labor force	597,860
High school graduates	11,483 (6/84)
Mfg. workers in unions	15.8% (est.)

For additional labor market information, contact Dept. of Employ. Security, 32 S. Main St., Concord, NH 03301, 603/228-4123

Environment controls:

New Hampshire Dept. of Environmental Services, Alden H. Howard, Commissioner, P.O. Box 95, Concord, NH 03301, 603/271-3503

Air pollution: Dennis R. Lunderville, Dir., Air Resources Division, Hazen Dr., Concord, NH 03301, 603/271-4582

Water pollution: William A. Healy, Exec. Dir., Water Supply & Pollution Control Division, P.O. Box 95, Hazen Dr., Concord, NH 03301, 603/271-3503

Hazardous waste: John Minichiello, Chief, Hazardous Waste Mgt. Division, Hazen Dr., Concord, NH 03301, 603/271-4524

POPULATION:

Cities over 25,000

	Census 1980 Thousands	Estimate 1987 Thousands
NEW HAMPSHIRE	920.6	1,025.1
Concord	30.4	NA
Manchester	90.9	100.7
Nashua	67.9	77.1
Portsmouth	26.3	29.8

New England County Metropolitan Areas (NECMAs)

	Census 1980 Thousands	Estimate 1987 Thousands
Manchester-Nashua	275.0	314.4
Portsmouth-Dover-Rochester	275.7	315.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW HAMPSHIRE	120.4	41.2	9.47
Nashua	36.9	42.2	11.92

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW HAMPSHIRE	597.9	12.4	2.1
Nashua	98.0	2.4	2.3
Portsmouth-Dover-Rochester	134.5	2.4	1.6

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	31.3	NA	NA
MANUFACTURING	123.1	40.7	8.39
DURABLE GOODS	84.2	40.9	8.65
Lumber & wood prods.-SIC 24	5.7	39.0	6.59
Furniture & fixtures-SIC 25	1.6	39.7	7.02
Stone, clay, & glass prods.-SIC 32	3.0	42.0	8.03
Primary metal industries-SIC 33	4.3	41.7	8.96
Fabricated metal products-SIC 34	7.2	40.2	8.00
Machinery, except electrical-SIC 35	25.8	43.5	8.92
Electrical & electronic equip.-SIC 36	25.6	39.3	9.40
Misc. mfg. industries-SIC 39	2.2	39.6	6.68

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Concord	20	70	7482	353
Nashua	23	70	7081	351

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	5,700	16,500
Stone:		
Crushed	1,700	6,100
Dimension	82	6,451
Combined value of other nonmetals		43
Total 1986 (preliminary)		29,094

* thousand short tons

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Concord — 1e, 2g
Manchester — 6e, 4g
Nashua — 6e, 3g
Portsmouth — 6e, 5g

1. Concord Electric Co.
   1 McGuire St., Box 1338, Concord 03301-1338
2. Concord Natural Gas Corp.
   66 N. Main St., Concord 03301
3. Gas Service, Inc.
   1260 Elm St., P.O. Box 329, Manchester 03105
4. Manchester Gas Co.
   1260 Elm St., P.O. Box 329, Manchester 03105
5. Northern Utilities, Inc.
   1075 Forest Ave., Portland, ME 04104
6. Public Service Co. of NH
   1000 Elm St., P.O. Box 330
   Manchester 03105

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (M) = Manchester.

Concord 1 (M)
Manchester 1-6
Nashua 1 (M)
Portsmouth 1 (M)

Railroads

1. Boston & Maine Corp.

Airlines

2. Business Express
3. Delta Connection-Business Express
4. Eastern Express-Precision
5. United
6. USAir

DEVELOPMENT COUNSELORS:

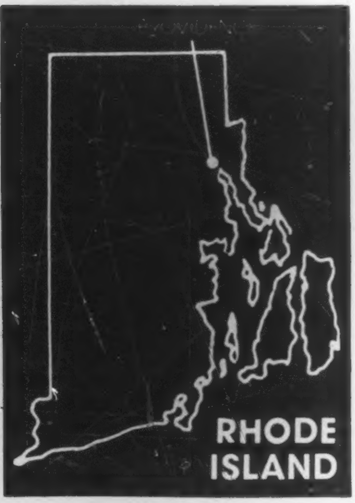
State Development Agency

John Burns, Director
State of New Hampshire
Dept. of Resources & Econ. Dev.
105 Loudon Rd., 03301
603/271-2591

Areas & Others

Concord
Lurvey, Kenneth G., Econ. Dev. Dir.
City of Concord Econ. Dev. Dept.
Concord, 03301
603/225-8595

Manchester
Taylor, Jay E., V.P.
Gtr. Manchester Dev. Corp.
889 Elm St., 03101
603/624-6505



STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Confidential site location surveys
- Mortgage guarantees for buildings & equipment
- Low-cost financing for fixed-asset & working capital loans
- Tax-exempt & insured industrial revenue bonds
- SBA financing

Tax rates:

Corporate income tax	8% of net
Personal income tax	22.21% of federal
Personal property tax	varies locally
Sales tax	6%
Franchise & incorp. tax	$2.50/10M
Gasoline tax	11% of wholesale price or $.13/gal., whichever higher

Advanced education facilities:

Four-year colleges & universities	10
Two-year or junior colleges	1
Vocational & business schools	12

Medical facilities:

Hospitals	20
Clinics	NA

Labor analysis

Civilian labor force	510,000
High school graduates	12,000
Mfg. workers in unions	11%

For additional labor market information, contact Dept. of Employ. Security, 24 Mason St., Providence, RI 02903

Environment controls:

Air & Water Pollution: Dept. of Environ. Mgt., 83 Park St., Providence, RI 02908, 401/277-2234

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	Thousands	
RHODE ISLAND	947.2	980.5
Coventry	27.1	NA
Cranston	72.0	73.2
Cumberland	27.1	NA
East Providence	51.0	52.1
Newport	29.3	NA
North Providence	29.2	NA
Pawtucket	71.2	73.4
Providence	156.8	156.0
Warwick	87.1	89.7
West Warwick	27.0	NA
Woonsocket	45.9	45.4

New England County Metropolitan Areas (NECMAs)

	Census 1980	Estimate 1987
	Thousands	
Providence-Pawtucket-Woonsocket	865.7	894.9

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Providence	28	73	5908	574

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
RHODE ISLAND	121.3	40.0	8.32
Pawtucket-Woonsocket-Attleboro	56.4	40.2	7.84
Providence	75.6	40.1	8.25

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Providence Warwick Pawtucket, RI/MA 6/86
Office, professional, & technical	
Payroll clerks	$ 7.06
Accounting clerks	6.87
File clerks	5.25
Typists	5.62
Key entry operators	6.24
Secretaries	8.32
Stenographers	6.68
Switchbd opr-recept's	5.95
Word processors	7.08
Drafters	9.83
Electronics technicians	10.85
Computer operator	8.04
Computer programmers	11.22
Computer systems analysts	15.37
Maintenance & powerplant	
Carpenters	9.49
Electricians	11.20
Engineers, stationary	NA
Machinists	10.13
Mechanics (machinery)	10.65
Tool & die makers	12.12
Custodial & material movement	
Guards	4.53
Janitors, porters, & cleaners	4.91
Laborers, mat'l handling	6.60
Shippers & receivers	7.83
Truckdrivers	10.98
Forklift operators	7.73

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	14.9	NA	NA
MANUFACTURING	119.5	40.2	7.59
DURABLE GOODS	81.8	40.1	7.62
Lumber & furniture–SIC 24	2.8	NA	NA
Stone, clay, & glass prods.–SIC 32	1.7	40.9	9.29
Primary metal industries–SIC 33	5.9	42.5	8.83
Fabricated metal products–SIC 34	9.6	40.3	6.82
Machinery, except electrical–SIC 35	5.6	43.8	9.49
Electrical & electronic equip.–SIC 36	12.0	38.7	7.37
Transportation equipment–SIC 37	9.8	41.0	10.25
Instruments & related prods.–SIC 38	5.6	41.8	7.31

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
RHODE ISLAND		
524.7	15.5	2.9
Pawtucket-Woonsocket-Attleboro		
169.4	5.7	3.4
Providence		
341.0	9.8	2.9

*preliminary figures

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	NA	6,200
Stone (crushed)	NA	5,800
Other, including gem stones, sand and gravel (industrial), and stone (dimension)		521
Total 1986 (preliminary)		12,521

* thousand short tons

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (P) = Providence

Coventry (P)
Cranston 2 (P)
Cumberland 2 (P)
East Providence 2 (P)
Newport 2 (P)
North Providence (P)
Pawtucket 1, 2 (P)
Providence 1-16
Warwick (P)
West Warwick 2 (P)
Woonsocket 2 (P)

Railroads

1. Conrail
2. Providence & Worcester R.R. Co.

Airlines

3. American
4. American Eagle
5. Business Express
6. Continental
7. Delta Connection-Business Express
8. Eastern
9. Holiday Airlines
10. Northwest
11. Pan Am Express
12. Piedmont
13. Piedmont Commuter-Brockaway Air
14. United
15. United Express-Air Wisconsin
16. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Coventry — 2e, 4g
Cranston — 2e, 4g
Cumberland — 1e, 5g
East Providence — 2e, 4g
Newport — 3e, 4g
North Providence — 2e, 4g, 5g
Pawtucket — 1e, 4g, 5g
Providence — 2e, 4g
Warwick — 2e, 4g
West Warwick — 2e, 4g
Woonsocket — 1e, 5g

1. Blackstone Valley Electric Co.
   Washington Hwy., Box 1111, Lincoln
   02865
2. Narragansett Electric Co.
   280 Melrose St., Providence 02901
3. Newport Electric Corp.
   Box 4128
   Middletown 02840-0011
4. Providence Gas Co.
   100 Weybosset St., Providence
   02903
5. Valley Resources Inc.
   1595 Mendon Rd., Cumberland
   02864

Water Resources

RI Water Resources Board
265 Melrose St.
Providence, 02907
401/277-2217

DEVELOPMENT COUNSELORS:

State Development Agency

Fazzano, Louis A, Dir.
Rhode Island Dept. of Econ. Dev.
7 Jackson Walkway
Providence, 02903
401/277-2601

Areas & Others

Pawtucket

Adams, Norman J., C.I.D., Pres. & CEO
North American Inds., Inc.
P.O. Box 348, 02862
401/725-6788

MONTPELIER

VERMONT

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training
- Business consulting
- Direct loans
- Loan guarantees

Tax rates:

Corporate income tax	6-9%
Personal income tax	26% of federal
Sales tax	4%
Franchise & incorp. tax	graduated
Inventory tax	varies locally
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	23
Two-year or junior colleges	5
Vocational & business schools	16

Medical facilities:

Hospitals	16
Clinics	12

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Burlington	17	70	7953	379

Labor analysis:

Civilian labor force	293,000
High school graduates	7,200

For additional labor market information, contact Dept. of Employ. and Training, P.O. Box 488, Green Mountain Dr., Montpelier, VT 05602, 802/229-0311

Environment Controls:

Air Pollution: Air Pollution Control, Environ. Engineering Div., Agency of Environ. Conservation, 103 South Main St., Waterbury, VT 05676

Water Pollution: Water Quality Div., Water Resources Dept., (same address as above)

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1987 —Thousands—
VERMONT	511.5	544.0
Burlington	37.7	38.2

New England County Metropolitan Areas (NECMAs)

	Census 1980 —Thousands—	Estimate 1987 —Thousands—
Burlington	120.1	129.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
VERMONT	49.7	40.5	9.28
Barre-Montpelier	4.6	NA	NA
Burlington	17.0	41.2	10.15

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	14.4	NA	NA
MANUFACTURING	49.5	40.7	8.41
DURABLE GOODS	35.3	41.4	8.61
Lumber & wood prods.-SIC 24	3.7	38.2	6.52
Furniture & fixtures-SIC 25	2.0	42.5	7.01
Stone, clay, & glass prods.-SIC 32	2.3	44.5	8.52
Fabricated metal products-SIC 34	3.7	41.9	10.19
Machinery, except electrical-SIC 35	4.5	43.1	8.52
Electrical & electronic equip.-SIC 36	13.3	41.2	9.28

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
VERMONT	301.7	10.6	3.5
Burlington	76.7	2.1	2.7

*preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Burlington 1-10

Railroads

1. Central Vermont Railway
2. Vermont Railway

Airlines

3. Brockway Air
4. Continental
5. Delta Connection-Business Express
6. Eastern Express-Bar Harbor
7. Piedmont
8. Piedmont Commuter-Brockway Air
9. United
10. USAir

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Sand & gravel (construction)	4,300	9,700
Stone:		
Crushed	1,600	7,600
Dimension	105	27,075
Combined value of asbestos, gem stones, and talc and pyrophyllite		9,067
Total 1986 (preliminary)		53,442

* thousand short tons

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Burlington — 1e, 2g

1. Burlington Electric Dept.
   585 Pine St., Burlington 05401
2. Vermont Gas Systems, Inc.
   P.O. Box 467, Burlington 05402

Utilities serving cities under 25,000:

Vermont Elec. G & T Co-op, Inc.
Charles Farrington, Acting Mgr.
R.D. #2, Box 59, Johnson 05656
802/635-2331

Washington Elec. G & T Co-op, Inc.
Robert O. Toombs, Gen. Mgr.
P.O. Box 8, Montpelier 05651
802/223-5245

DEVELOPMENT COUNSELORS:

State Development Agency

Newhall, Frederick M., CID
Ind. Expansion Coordinator
Agency of Dev. & Comm. Affairs
109 State St.
Pavillion Office Bldg.
Montpelier, 05602
802/828-3221

Areas & Others

Burlington

Behney, C. Harry, Exec. Dir.
Gtr. Burlington Ind. Corp.
P.O. Box 786, 05402
802/862-5726

Rutland

Bienvenue, Paul A., Exec. Dir.
Southern Vt. Dev. Council, Inc.
P.O. Box 783, 05701
802/773-4333

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MIDDLE ATLANTIC

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Regional Review

Following are summaries of some of the events affecting site location in each of the Middle Atlantic states in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

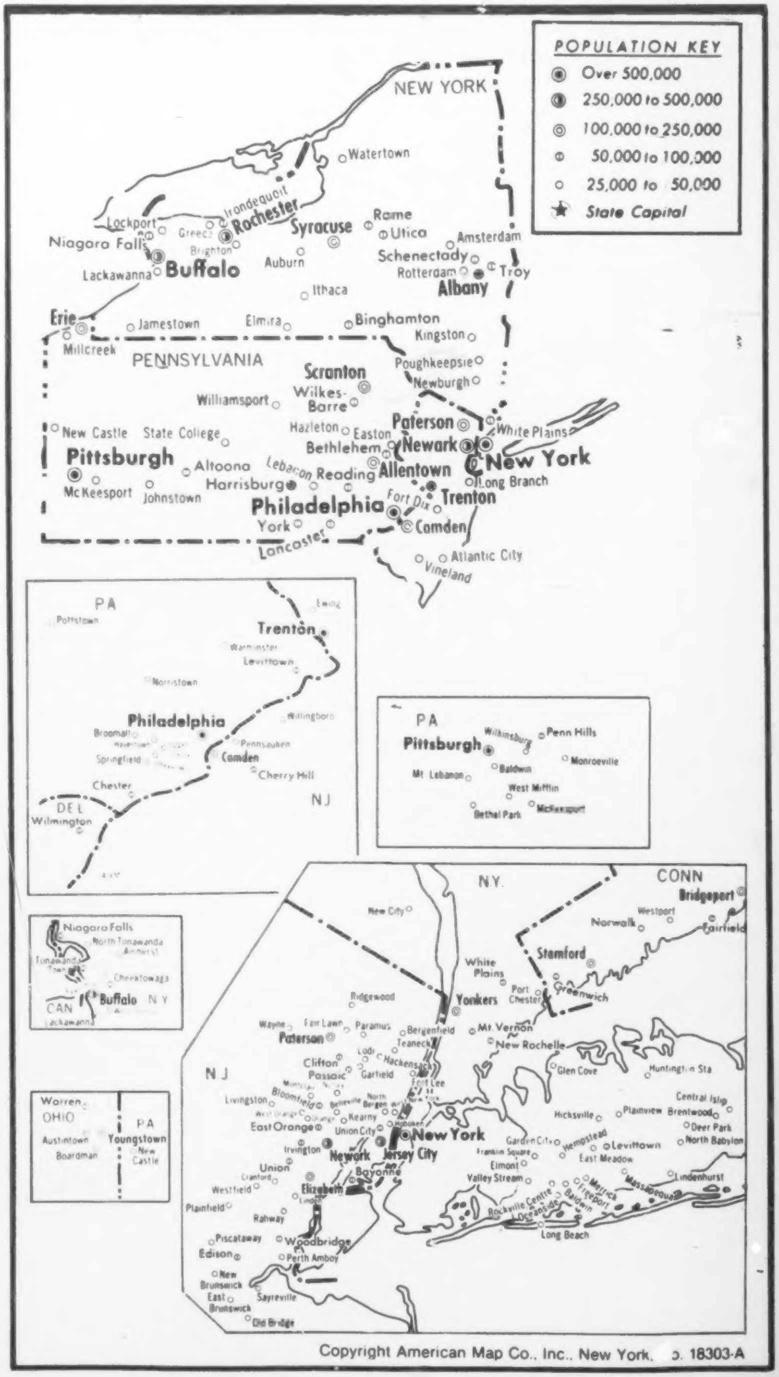
New Jersey. Two taxes were eliminated in 1987 to encourage business development in New Jersey. The corporate net worth tax was one, the elimination of which should save New Jersey business $150 million annually. The other tax eliminated was the transfer-inheritance tax on spouses, which should save $65 million a year for farmers, small businesses, and the elderly.

New Jersey had the ninth-largest rate of job growth from 1980 to 1986 (17.2%), the third-highest income per capita ($17,211), and the fourth-lowest unemployment rate (3.9%), all in a state with the ninth-largest population (7.62 million).

In education, New Jersey spent $5,395 per student in 1986—this was the third-highest amount spent in the U.S.—and 77.6% of the students eligible graduated. State aid to cities and school districts amounted to $4.8 billion in 1987.

New development in the state last year included the signing of an agreement between the city of Newark and the Port Authority of New York and New Jersey to build the Newark South Ward Industrial Park. The park will involve 500,000 sq. ft. when completed and will create 500 to 600 jobs.

New York. According to a state development agency spokesman, the enactment of tax reduction and reform legislation, together with a strengthened commitment to economic development by the state government, had a positive


POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
NEW YORK
PENNSYLVANIA
Watertown
Irondequoit
Rochester
Lockport
Greece
Niagara Falls
Brighton
Syracuse
Rome
Utica
Amsterdam
Schenectady
Rotterdam
Troy
Albany
Lackawanna
Buffalo
Auburn
Ithaca
Erie
Jamestown
Elmira
Binghamton
Kingston
Millcreek
Poughkeepsie
Newburgh
Scranton
Wilkes-Barre
Williamsport
New Castle
State College
Hazleton
Easton
Paterson
White Plains
Bethlehem
Newark
Pittsburgh
Altoona
Lebanon
Reading
Allentown
New York
Harrisburg
Long Branch
McKeesport
Johnstown
Fort Dix
Trenton
Philadelphia
York
Camden
Lancaster
Atlantic City
Vineland
PA
Pottstown
Trenton
Warminster
Levittown
Norristown
Philadelphia
Willingboro
Broomall
Havertown
Pennsauken
Springfield
Camden
Cherry Hill
Chester
DEL
Wilmington
NJ
PA
Pittsburgh
Wilkinsburg
Penn Hills
Baldwin
Monroeville
Mt. Lebanon
West Mifflin
Bethel Park
McKeesport
Niagara Falls
North Tonawanda
Amherst
Tonawanda
Cheektowaga
CAN
Buffalo
N.Y.
Lackawanna
Warren
OHIO
PA
Austintown
Youngstown
Boardman
New Castle
N.Y.
CONN
Bridgeport
Westport
Norwalk
Fairfield
New City
Stamford
White Plains
Port Chester
Greenwich
Ridgewood
Yonkers
Wayne
Fair Lawn
Paramus
Bergenfield
Mt. Vernon
Paterson
Teaneck
New Rochelle
Lodi
Clifton
Hackensack
Glen Cove
Huntington Sta
Passaic
Garfield
Fort Lee
N J
Bloomfield
North Bergen
Central Islip
Livingston
Belleville
Hicksville
Plainview
Brentwood
West Orange
Orange
Kearny
Deer Park
East Orange
Union City
Hoboken
North Babylon
New York
Garden City
Hempstead
Levittown
Irvington
Newark
Jersey City
Franklin Square
East Meadow
Union
Bayonne
Elmont
Cranford
Valley Stream
Lindenhurst
Westfield
Elizabeth
Massapequa
Linden
Merrick
Freeport
Plainfield
Rockville Centre
Baldwin
Rahway
Oceanside
Long Beach
Piscataway
Woodbridge
Edison
Perth Amboy
New Brunswick
East Brunswick
Sayreville
Old Bridge

Copyright American Map Co., Inc., New York, ɔ. 18303-A impact on the state's business climate in 1987.

Specifically, the Omnibus Economic Development Act of 1987 was enacted, which paves the way for a number of changes. One of these changes involves the Urban Development Corporation, which is now allowed to undertake industrial-effectiveness and small and medium-sized business-assistance projects, and to establish a regional revolving-loan trust fund.

In addition, changes were made to the Economic Development Law; the changes involve appropriations for an industrial effectiveness program, an economic development skills training program, an entrepreneurial-assistance program, and an industrial infrastructure development program.

Major new or expanding plants in 1987 in the state included 1,400 new jobs created in Somers by Pepsico Inc., and in Brooklyn, Mademoiselle Knitwear, Inc. created 380 new jobs. C.B. Sports brought 280 new jobs to Glens Falls, and Quad/Graphics Inc. increased employment in Niagara Falls by 271.

Pennsylvania. In January 1987, Governor Robert P. Casey established a 45-member board to improve economic competitiveness, retain existing industries and jobs, and create new employment opportunities. The effort, called the Pennsylvania Economic Development Partnership, helped Cannondale Corp. find a site for its bicycle in Philipsburg, which increased employment in that town by 150. In addition, the Partnership persuaded the Kellogg Company to reopen a closed Frito-Lay plant in Muncy, giving jobs to 125 people, and it worked with Sharon Steel to keep its Farrell plant open in the face of bankruptcy proceedings, retaining 2,200 jobs held by steel workers.

A veteran program—the Ben Franklin Partnership, which was developed to bring business and academic researchers together through matching grants—has successfully brought new business to the state in the last few years. One success story is Polymer Dynamics, Inc., a shock-absorbent sports-equipment company, which began product development with assistance from Lehigh University professors. The Partnership brought Lehigh and Polymer Dynamics together at the start; today, the company employs 94 people and has sales of nearly $4 million.

The state spends approximately one-half of its annual budget on education and had the 14th-highest high-school graduation rate in the nation in 1986 with 78.5%. ☐

TRENTON
NEW JERSEY

STATE INFORMATION:

Financial assistance to industry:

- Industrial revenue bond financing
- Guaranteed loans
- Direct loans
- Tax abatement
- Pollution control financing
- Energy conservation improvements

Tax rates:

Corporate income tax	9%
Personal income tax	2%-3.5%
Sales tax	6%
repealed sales tax on production machinery & equipment	
Incorporation filing fee	min. $75
Franchise tax	none
Inventory tax	none
Gasoline tax	$.08/gal.

Advanced education facilities:

Four-year colleges & universities	32
Two-year or junior colleges	19
Vocational & business schools	159

Medical facilities:

General hospitals	102
Special hospitals	22

Labor analysis:

Civilian labor force	3,965,000 (10/87)
Resident employment	3,812,000 (10/87)
High school graduates	78,781 (6/86)

For additional labor market information, contact Dept. of Labor, Div. of Planning & Research, CN 056, Trenton, NJ 08625 609/292-2643

Environment Controls:

Air pollution: Division of Environmental Quality, CN 027, Trenton, NJ 08625, 609/292-6704

Water pollution: State Dept. of Environ. Protection, Div. of Water Resources, Water Quality Management Element, CN 027, Trenton, NJ 08625, 609/292-1637

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1987 —Thousands—
NEW JERSEY	7,364.2	7,687.3
Atlantic City	40.2	38.0
Bayonne	65.0	63.9
Belleville	35.4	NA
Bergenfield	25.6	NA
Bloomfield Twp.	47.8	47.6
Brick Twp.	53.6	63.4
Bridgewater Twp.	29.2	NA
Camden	84.9	83.2
Cherry Hill Twp.	68.8	70.2
Clifton	74.4	76.6
Dover Twp.	64.5	75.0
East Brunswick Twp.	37.7	NA
East Orange Twp.	77.0	78.4
Edison Twp.	70.2	78.0
Elizabeth	106.2	107.4
Ewing Twp.	34.8	NA
Fair Lawn	32.2	NA
Fort Lee	32.4	NA
Franklin	31.4	NA
Garfield	26.8	NA
Gloucester Twp.	45.2	49.4
Hackensack	36.0	NA
Hamilton Twp.	82.8	86.1
Hoboken	42.5	41.7
Howell Twp.	25.1	NA
Irvington Twp.	61.5	62.8
Jackson Twp.	25.6	NA
Jersey City	223.5	220.6
Kearny	35.7	NA
Lakewood Twp.	38.5	NA
Linden	37.8	NA
Livingston Twp.	28.0	NA
Long Branch	29.8	NA
Manchester Twp.	28.0	NA
Middletown Twp.	62.6	70.5
Millville	NA	26.2
Montclair	38.3	NA
Neptune Twp.	28.4	NA
New Brunswick	41.4	42.2
Newark	329.2	320.9
North Bergen Twp.	47.0	47.9
Nutley	29.0	NA
Old Bridge Twp.	51.5	55.3
Orange	31.1	NA
Paramus	26.5	NA
Parsippany-Troy Hills Twp.	49.9	51.1
Passaic	52.5	54.9
Paterson	138.0	136.4
Pemberton Twp.	29.7	NA
Pennsauken Twp.	33.8	NA
Perth Amboy	39.0	38.8
Piscataway Twp.	42.2	43.4
Plainfield	45.6	46.8
Rahway	26.7	NA
Ridgewood	25.2	NA
Sayreville	30.0	NA
Teaneck Twp.	39.0	NA
Trenton	92.1	93.5
Union City	55.6	56.9
Union Twp.	50.2	50.6
Vineland	53.8	55.1
Washington Twp. (Gloucester Cty.)	27.9	NA
Wayne Twp.	46.5	48.7
West New York	39.2	NA
West Orange	39.5	NA
Westfield	30.4	NA
Willingboro Twp.	39.9	NA
Woodbridge Twp.	90.1	95.1

Metropolitan Statistical Areas (MSAs)

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
Allentown-Bethlehem, PA/NJ	636.7	660.7
Atlantic City	276.4	307.4
*Bergen-Passaic	1,293.0	1,302.9
*Jersey City	557.0	556.2
*Middlesex-Somerset-Hunterdon	886.0	945.7
*Monmouth-Ocean	849.0	957.2
*Newark	1,879.0	1,899.3
*Philadelphia, PA/NJ	4,716.8	4,827.4
*Trenton	307.9	319.8
*Vineland-Millville-Bridgeton	132.9	138.7
*Wilmington, DE/NJ/MD	524.1	548.3

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW JERSEY	681.7	41.2	10.56
Bergen-Passaic	158.8	NA	NA
Camden	73.1	NA	NA
Jersey City	53.2	NA	NA
Middlesex-Somerset-Hunterdon	115.2	NA	NA
Newark	185.4	NA	NA
Trenton	32.1	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW JERSEY	3,951.9	152.5	3.6
Atlantic City	177.1	8.4	5.8
Bergen-Passaic	709.3	23.9	3.2
Jersey City	271.7	16.3	5.8
Middlesex-Somerset-Hunterdon	544.2	15.7	2.6
Monmouth-Ocean	462.5	14.6	3.0
Newark	964.8	41.5	4.0
Trenton	173.1	5.6	2.9
Vineland-Millville-Bridgeton	57.7	3.7	6.4

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	140.1	NA	NA
MANUFACTURING	719.1	40.8	9.86
DURABLE GOODS	341.8	41.6	9.87
Lumber & wood prods.-SIC 24	6.7	40.6	7.12
Furniture & fixtures-SIC 25	13.1	39.1	7.49
Stone, clay, & glass prods.-SIC 32	25.7	42.3	9.92
Primary metal industries-SIC 33	21.1	42.5	9.45
Fabricated metal products-SIC 34	50.3	42.3	9.94
Machinery, except electrical-SIC 35	59.9	41.5	10.35
Electrical & electronic equip.-SIC 36	95.1	41.1	9.92
Transportation equipment-SIC 37	14.8	43.6	13.31
Instruments & related prods.-SIC 38	33.7	42.2	10.32
Misc. mfg. industries-SIC 39	21.4	39.4	7.94

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	239	2,034
Gem stones	NA	W
Peat	W	348
Sand & gravel:		
Construction	10,500	39,800
Industrial	2,550	28,100
Stone (crushed)	15,300	95,400
Combined value of marl (greensand), zinc, and values indicated by symbol W		4,101
Total 1986 (preliminary)		169,783

* thousand short tons

W withheld to avoid disclosing company proprietary data

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CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Atlantic City	32	74	5086	792
Jersey City	31	75	5285	854
Long Branch	32	74	5158	770
Newark	31	77	4972	1091
New Brunswick	30	75	5239	832
Plainfield	30	75	5253	863
Trenton	32	76	4950	983

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Atlantic City — 1e, 6g
Bayonne — 5eg
Belleville — 5eg
Bergenfield — 5eg
Bloomfield — 5eg
Brick Twp. — 3e, 4g
Bridgewater Twp. — 3e, 5g
Camden — 5eg
Cherry Hill Twp. — 5eg, 6g
Clifton — 5eg
Dover Twp. — 3e, 4g
East Brunswick Twp. — 5eg
East Orange — 5eg
Edison Twp. — 5eg, 2g
Elizabeth — 5e, 2g
Ewing Twp. — 5eg
Fair Lawn — 5eg
Fort Lee — 5eg
Franklin — 3e, 5g
Garfield — 5eg
Gloucester Twp. — 1e, 5e, 6g
Hackensack — 5eg
Hamilton Twp. — 1e, 5e, 6g
Hoboken — 5eg
Howell Twp. — 3e, 4g
Irvington — 5eg
Jackson Twp. — 3e, 4g
Jersey City — 5eg
Kearny — 5eg
Lakewood Twp. — 3e, 4g
Linden — 5e, 2g
Livingston Twp. — 3e, 5g
Long Branch — 3e, 4g
Manchester Twp. — 3e, 4g
Middletown Twp. — 3e, 4g
Montclair — 5eg
Neptune Twp. — 3e, 4g
Newark — 5eg
New Brunswick — 5eg
North Bergen Twp. — 5eg
Nutley — 5eg
Old Bridge — 3e, 4g
Orange — 5eg
Paramus — 5eg
Parsippany-Troy Hills Twp. — 3e, 5g
Passaic City — 5eg
Paterson — 5eg
Pemberton Twp. — 3e, 5eg
Pennsauken Twp. — 5eg
Perth Amboy — 5e, 2g
Piscataway Twp. — 5eg
Plainfield — 5eg
Rahway — 5e, 2g
Ridgewood — 5eg
Sayreville — 3e, 5g
Teaneck Twp. — 5eg
Trenton — 5eg
Union City — 5eg
Union Twp. — 5e, 2g
Vineland — 1e, 7e, 6g
Washington Twp. — 1e, 3e, 4g, 5e, 6g
Wayne Twp. — 3e, 5g
West New York — 5eg
West Orange — 5eg
Westfield — 5e, 2g
Willingboro Twp. — 5eg
Woodbridge Twp. — 5e, 2g

1. Atlantic City Electric Co.
   1199 Black Horse Pike, Box 1264
   Pleasantville 08232
2. Elizabethtown Gas Co.
   1 Elizabethtown Pl., Elizabeth 07207
3. Jersey Central Power & Lt. Co.
   Madison Ave. at Punch Bowl Rd.
   Morristown 07960
4. New Jersey Natural Gas Co.
   1415 Wyckoff Rd., Wall 07719
5. Public Service Elec. & Gas Co.
   80 Park Plaza, P.O. Box 570, Newark
   07101
6. South Jersey Gas Co.
   N. 1 S. Jersey Pl.,
   Folsom 08037
7. Vineland Electric Utility
   City Hall, 7th & Wood Sts., Vineland
   08360

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (N) = Newark, (L) = New York (La Guardia).

Atlantic City 6, 18, 21, 27, 29, 30
Bayonne 1 (N)
Belleville 1 (N)
Bergenfield 1 (L)
Bloomfield 1 (N)
Bridgewater Twp. (N)
Camden 1 (Phila., PA)
Cherry Hill Twp. (Phila., PA)
Clifton 1 (N)
Dover 1 (N)
East Brunswick Twp. 1 (N)
East Orange Twp. 1 (N)
Edison Twp. 1 (N)
Elizabeth 1 (N)
Ewing Twp. (Trenton)
Fair Lawn 1 (L)
Fort Lee (L)
Franklin 1, 4 (N)
Garfield 1 (N)
Gloucester Twp. 1 (Phila., PA)
Hackensack 1, 4 (L)
Hamilton Twp. (Trenton)
Hoboken 1 (N)
Irvington 1 (N)
Jersey City 1, 2 (N)
Kearny 1 (N)
Lakewood Twp. 1 (Trenton)
Linden 1 (N)
Livingston Twp. (N)
Long Branch 1 (N)
Middletown Twp. 1 (N)
Montclair 1 (N)
New Brunswick 1 (N)
Newark 1, 3, 5, 7-17, 19, 20, 22-28, 31-34
North Bergen Twp. 1, 4 (N)

Area Wage Survey

Average straight-time hourly earnings

	Newark 1/86	Trenton 11/85	Paterson-Clifton-Passaic 6/85
Office, professional, & technical			
Payroll clerks ....$	8.59	7.55	8.34
Accounting clerks	7.96	7.67	7.55
File clerks	5.89	5.49	5.57
Typists	6.70	6.51	6.14
Key entry operators	6.94	7.05	7.09
Secretaries	10.42	9.32	9.22
Stenographers	NA	8.89	NA
Swtichbd opr-receptionists	7.16	6.71	6.22
Word processors	8.25	7.35	NA
Drafters	11.48	11.59	9.93
Electronics technicians	11.04	12.47	12.44
Computer operators	9.84	9.40	8.11
Computer programmers	13.68	11.18	13.30
Computer systems analysts	18.32	16.13	17.46
Maintenance & powerplant			
Carpenters	12.31	11.40	12.28
Electricians	13.22	12.83	11.64
Engineers, stationary	13.74	11.90	13.03
Machinists	13.75	10.59	10.44
Mechanics (machinery)	11.08	12.07	10.95
Tool & die makers	12.97	NA	12.76
Custodial & material movement			
Guards	5.01	8.95	4.55
Janitors, porters & cleaners	5.32	7.70	5.89
Laborers, mat'l hdlg	7.46	7.74	6.88
Shippers & receivers	8.16	NA	8.07
Truckdrivers	11.92	10.32	10.27
Forklift operators	9.85	10.32	9.42

Nutley 1 (N)
Old Bridge Twp. 1 (N)
Orange 1 (N)
Passaic 1, 4 (N)
Paterson 1, 4 (N)
Perth Amboy 1 (N)
Plainfield 1 (N)
Rahway 1 (N)
Ridgewood 1 (L)
Sayreville (N)
Teaneck Twp. 1 (L)
Trenton 1, 6, 20
Union City 1 (L)
Union Twp. 1 (N)
Vineland 1 (Atlantic City)
Washington Twp. 4 (Allentown, PA)
Wayne Twp. 4 (N)
Westfield 1 (N)
Woodbridge Twp. 1 (N)

Railroads

1. Conrail
2. CSX Transportation, Inc.
3. Delaware & Hudson Railway Co.
4. New York, Susquehanna & Western

Airlines

5. Air Canada
6. Allegheny Commuter
7. American
8. American Eagle
9. Bahamasair
10. Catskill Airways
11. Challenge Air Intl.
12. City Express
13. Continental
14. Continental Express-PBA-Provincetown-Boston
15. Delta
16. Eastern
17. Eastern Express-Precision
18. Gulfstream
19. Highland Express
20. Holiday Airlines
21. Jet Express
22. Mall Airways
23. Northwest
24. Omniflight Helicopter SVCS, Inc.
25. Pan Am Air Partner-Omniflight Helicopter
26. Piedmont
27. Piedmont Commuter-Brockway Air
28. Piedmont Commuter-Jetstream Int'l.
29. Resort International Airlines
30. Southern Jersey
31. TWA
32. United
33. USAir
34. Virgin Atlantic Airways

DEVELOPMENT COUNSELORS:

State Development Agency

LeFevre, Kenneth C., Dpty. Cmsr.
N.J. Dept of Comm. & Econ. Dev.
CN 823, One W. State Street
Trenton, 08625
609/984-2324

Areas & Others

Bridgeton
Behr, Timothy G., Dir.
County of Cumberland
Dept. of Plng. & Dev.
800 E. Commerce St., 08302
609/451-800

Bridgeport
Walters, Charles J., V.P.
Pureland Ind. Complex
603 Heron Dr., 08014
609/467-2333

Edison
Rispoli, Anthony, R.E. Dept. Mgr.
Federal Business Centers
300 Raritan Ctr. Pkwy., 08818
201/225-2200

Freehold
Duffy, Bea, Dir.
Monmouth Cty. Dept. of Econ. Dev.
P.O. Box 1255, 07728-1255
201/431-7470

Milburn
De Prez, Gene, V.P.
The Fantus Company
75 Main St., 07041
201/376-4100

Newark
Kukan, Stephen J., Gen. Mgr.
PSE&G, Area Dev. Dept.
80 Park Plaza, T-10-C
P.O. Box 570, 07101
201/430-7589

Roseland
Ketive, Samuel, Sr. V.P.
Bellemead Dev. Corp.
4 Becker Farm Rd., 07068
201/740-1110

Somerville
Williams, Richard E., Econ. Dev. Dir.
Somerset Cty.
P.O. Box 3000
Cty. Admin. Bldg., 08876
201/231-7129

Vineland
Snyder, William A., C.I.D., Exec. Dir.
Vineland Ind. Commission
City Hall, 08360
609/691-3000

West Orange
Shaw, Everett R., Exec. Dir.
Essex Cty. Econ. Dev. Corp.
443 Northfield Ave., 07052
201/731-2772

ALBANY
NEW YORK

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Job Development Authority
- Urban Development Corporation
- Business Development Corporation
- Industrial Development Agencies

Tax rates:

Corporate income tax	9%
Personal income tax:	
on earned income	2%-8.375%
on unearned income	2%-10.375%
Sales tax	4%-8¼% (varies locally)
Incorporation fee	varies
Franchise tax	same as income
Inventory tax	none
Gasoline tax	$.08/gal. + sales tax

Advanced education facilities:

Four-year colleges & universities	157
Two-year or junior colleges	91
Private business & trade schools	380

Medical facilities:

Hospitals	278
Outpatient clinics attached to hospitals	170

Labor analysis:

Civilian labor force	8,496,000 (1987)
High school grads	192,593 (6/86)

For additional labor market information, contact Bureau of Labor Market Info., Dept. of Labor, Bldg. 12, State Campus, Albany, NY 12240, 518/457-3800

Environment controls:

Air pollution: Div. of Air, Dept. of Environ. Conservation, 50 Wolf Rd., Albany, NY 12233, 518/457-5618 (Bureau of Source Control)

Water Pollution: Div. of Water, Bureau of Wastewater Facilities Operation (same address as above), 518/458-5968

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
NEW YORK	17,557.3	17,979.6
Albany	101.7	100.8
Amherst Town	108.7	NA
Auburn	32.5	NA
Babylon Town	203.5	NA
Binghamton	55.9	54.6
Brighton Town	35.8	NA
Brookhaven Town	364.8	NA
Buffalo	357.9	333.9
Carmel	27.9	NA
Cheektowaga Town	109.4	NA
Clarkstown Town	77.1	NA
Clay Town	52.8	NA
Colonie Town	74.6	NA
Cortland Town	35.7	NA
De Witt Town	26.9	NA
Eastchester Town	32.6	NA
Elmira	35.3	33.8
Freeport	38.3	NA
Gates Town	29.8	NA
Glenville Town	28.5	NA
Greece Town	81.4	NA
Greenburgh Town	82.9	NA
Guilderland	26.5	NA
Hamburg Town	53.3	NA
Haverstraw Town	31.9	NA
Hempstead	40.4	42.3
Hempstead Town	738.5	NA
Henrietta Town	36.1	NA

NEW YORK

Huntington Town	201.5	NA
Irondequoit Town	57.6	NA
Islip Town	298.9	NA
Ithaca	28.7	NA
Jamestown	35.8	NA
Lancaster Town	30.1	NA
Lindenhurst	26.9	NA
Long Beach	34.1	NA
Mamaroneck Town	29.0	NA
Manlius Town	28.5	NA
Mount Pleasant	39.3	NA
Mount Vernon	66.7	66.9
New Rochelle	70.8	71.8
New York City	7,071.0	7,303.3
Niagara Falls	71.4	65.5
North Hempstead Town	218.6	NA
North Tonawanda	35.8	NA
Orangetown Town	48.6	NA
Ossining Town	30.7	NA
Oyster Bay Town	305.8	NA
Penfield	27.2	NA
Perinton Town	41.8	NA
Pittsford Town	26.7	NA
Poughkeepsie	29.8	30.9
Poughkeepsie Town	39.5	NA
Ramapo Town	89.1	NA
Rochester	241.7	241.5
Rockville Centre	25.4	NA
Rome	43.8	43.6
Rotterdam Town	29.5	NA
Rye Town	38.9	NA
Salina Town	37.4	NA
Schenectady	68.0	67.5
Smithtown Town	116.7	NA
Southhampton Town	42.8	NA
Syracuse	170.1	164.7
Tonawanda Town	91.3	NA
Troy	56.6	55.4
Union Town	61.2	NA
Utica	75.6	72.6
Valley Stream	35.8	NA
Vestal Town	27.2	NA
Wappinger	26.8	NA
Watertown	27.9	NA
Webster	28.9	NA
West Seneca Town	51.2	NA
White Plains	47.0	45.6
Yonkers	195.4	191.3
Yorktown Town	32.0	NA

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Jules Budoff, Owner
Budoff Outdoor Furniture, Inc.

"...Making more than half the population of America and Canada easily accessible. And when a large part of your success rests on your ability to move raw materials in and finished products out, that's a vital consideration.

"Energy costs are important to any manufacturer. In Sullivan County, we're fortunate. Presently, we're paying roughly 40% less than similar operations in the New York City area and we're not that far away. Lower taxes and wages help keep our overhead manageable and add proportionately to our profit margin.

"So, it really comes as no surprise to see businesses taking advantage of Sullivan County; especially those moving into the industrial area that surrounds the airport. It's a convenient and beautiful location.

"What more could you ask for?"

For more information about the advantages of running a business in Sullivan County, call Leo E. Connor, Industrial Development Representative, at (914) 794-3000 Ext 142. He'll provide the preferential treatment and confidential assistance you and your company deserve.

SULLIVAN COUNTY, NY

Or write: Industrial Development Agency, 100 North St., Monticello, NY 12701

Circle 20 on Brochure Service Card

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Albany-Schenectady-Troy	836.0	854.3
Binghamton	263.0	268.5
*Buffalo	1,015.0	975.2
Elmira	97.7	94.6
Glens Falls	109.6	115.0
*Nassau-Suffolk	2,605.8	2,663.8
*New York	8,275.0	8,527.7
*Niagara Falls	227.0	217.4
*Orange County	259.6	283.3
Poughkeepsie	245.1	259.8
Rochester	971.9	992.6
Syracuse	642.4	654.8
Utica-Rome	320.2	322.8

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
NEW YORK		
1,225.1	39.7	10.13
Albany-Schenectady-Troy		
47.1	39.8	10.72
Binghamton		
37.4	40.7	9.23
Buffalo		
76.1	40.7	11.44
Elmira		
8.0	41.0	9.54
Glens Falls		
10.4	NA	NA
Nassau-Suffolk		
176.5	39.2	10.74
New York-PMSA		
471.7	37.2	9.61
New York City		
385.8	36.8	9.41
Niagara Falls		
23.9	40.8	13.51
Orange County		
15.0	38.2	8.01
Poughkeepsie		
30.0	39.8	9.72
Rochester		
133.4	42.5	12.12
Rockland County		
15.5	39.1	10.41
Syracuse		
52.2	42.0	11.32
Utica-Rome		
24.3	41.8	9.46
Westchester County		
68.4	39.9	10.95

*preliminary figures for production workers

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
284.8	NA	NA

A RATHER TAXING EXAM.

1. What state just lowered its personal income taxes by $4.5 billion?

A) New York
B) New Jersey
C) California
D) Massachusetts

2. This was the greatest state tax cut in:

A) 1987
B) The state's history
C) Any state's history
D) All of the above

3. This tax cut means:

A) Salaries will go further
B) Disposable income will increase
C) It will be easier to attract a more skilled labor force
D) All of the above

That's right. New York State cut its personal income taxes more than any other state ever. By 1990, personal income taxes will have been cut by $4.5 billion, to their lowest rate since the 1950's. And the maximum tax rate will be half of what it was in 1980. What's more, we've even lowered our corporate tax rate.

And that means your business is better off than ever before. **NEW YORK STATE.**

NEW YORK STATE DEPARTMENT OF ECONOMIC DEVELOPMENT, ONE COMMERCE PLAZA, ALBANY, NY 12245

Circle 21 on Brochure Service Card

NEW YORK

MANUFACTURING	1,295.2	39.8	9.67
DURABLE GOODS	724.5	41.2	10.31
Lumber & wood prods.-SIC 24	14.3	40.2	7.20
Furniture & fixtures-SIC 25	22.0	40.6	7.29
Stone, clay, & glass prods.-SIC 32	30.1	41.2	10.67
Primary metal industries-SIC 33	30.8	41.1	11.58
Fabricated metal products-SIC 34	71.4	40.5	9.40
Machinery, except electrical-SIC 35	153.1	41.1	10.92
Electrical & electronic equip.-SIC 36	157.2	40.9	9.26
Transportation equipment-SIC 37	70.9	44.2	14.02
Instruments & related prods.-SIC 38	126.7	41.9	11.26
Misc. mfg. industries-SIC 39	48.0	38.4	7.67

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW YORK	8,534.2	416.1	4.9
Albany-Schenectady-Troy	419.0	16.7	4.0
Binghamton	127.0	4.9	3.8
Buffalo	447.3	24.8	5.5
Elmira	41.7	1.7	4.2
Glens Falls	53.4	2.8	5.2
Nassau-Suffolk	1,430.7	50.2	3.5
New York	3,921.1	209.4	5.3
New York City	3,240.0	189.0	5.8
Orange County	128.8	4.7	3.7
Poughkeepsie	128.9	3.7	2.9
Rochester	489.7	21.7	4.4
Syracuse	322.3	20.9	6.5
Utica-Rome	136.4	6.7	4.9

*preliminary figures

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Albany	21	71	6927	494
Binghamton	21	69	7344	330
Buffalo	24	71	6798	476
Elmira	24	70	6927	411
Ithaca	22	69	7177	328
Lockport	24	71	6753	475
New York City	32	77	4868	1089
Poughkeepsie	24	72	6366	591
Rochester	24	71	6713	531
Syracuse	23	71	6787	506
Watertown	18	70	7480	424

Area Wage Survey

Average straight-time hourly earnings

	Albany Schenectady Troy 9/86	New York NY/NJ 5/86	Nassau-Suffolk 8/86	Poughkeepsie Kingston Newburgh 9/86
Office, professional, & technical				
Payroll clerks ... $	9.56	9.43	7.66	7.70
Accounting clerks	7.90	8.84	7.66	6.89
File clerks	5.36	6.10	5.92	NA
Typists	7.42	7.09	6.22	NA
Key entry operators	7.56	8.18	7.09	6.31
Secretaries	9.76	11.10	10.07	8.87
Stenographers	9.01	9.83	NA	NA
Switchbd opr-receptionists	6.44	7.96	6.61	6.06
Word processors	NA	9.19	7.82	NA
Drafters	11.99	12.59	11.34	11.09
Electronic technicians	13.01	13.60	9.54	NA
Computer operators	9.30	10.47	9.50	NA
Computer programmers (business)	12.27	15.05	13.97	NA
Computer systems analysts	16.81	20.18	18.29	NA
Maintenance & powerplant				
Carpenters	NA	13.60	12.40	NA
Electricians	11.84	13.89	14.02	12.35
Engineers, stationary	12.57	15.37	14.29	NA
Machinists	11.98	14.66	15.26	9.31
Mechanics (machinery)	10.93	10.87	12.52	10.06
Tool & die makers	13.08	12.12	12.96	11.29
Custodial & material movement				
Guards	6.25	5.42	5.51	4.83
Janitors, porters, & cleaners	6.59	8.24	6.06	5.13
Laborers, material handling	10.21	10.03	7.72	9.71
Shippers & receivers	8.66	9.74	6.37	6.64
Truckdrivers	11.70	13.07	12.79	10.16
Forklift operators	9.16	9.63	11.85	8.07

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	645	3,274
Gem stones	NA	W
Salt	5,239	125,817
Sand & gravel (construction)	28,700	94,800
Stone:		
Crushed	40,500	195,000
Dimension	16	3,002
Combined value of cement, emery, gypsum, lead (1985), peat, sand and gravel (industrial), silver (1985), talc and pyrophyllite, wollastonite, zinc, and values indicated by symbol w		224,807
Total 1986 (preliminary)		646,700

* thousand short tons

W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (N) = New York (Kennedy, La Guardia & Newark airports).

Albany 3, 4, 23, 24, 41, 42, 45, 47-49, 69, 75, 81-83, 100, 101
Amherst Town (Buffalo)
Auburn 3 (Syracuse)
Babylon Town 6 (60 through Farmingdale)
Binghamton 3, 4, 7, 21, 40, 41, 82, 83,101
Brighton Town 3 (Rochester)
Buffalo 2-5, 8-10, 23, 39, 47, 75, 82, 83, 92, 100, 101
Carmel (Poughkeepsie)
Cheektowaga Town 3 (Buffalo)
Clay Town 3
Colonie Town 3 (Albany)
Cortland Town 7 (Ithaca)
DeWitt Town 3 (Syracuse)
Eastchester Town (White Plains)
Elmira 3, 21, 82, 83, 101
Freeport 6 (N)
Gates Town (Rochester)
Greece Town 3 (Rochester)
Guilderland Center 3, 4
Hamburg Town (Buffalo)
Haverstraw Town 3 (White Plains)
Hempstead 6 (N)
Huntington Town 6 (60 through Farmingdale)
Irondequoit Town (Rochester)
Islip Town 6, 21, 23, 35, 39, 47, 49, 82, 85, 101
Ithaca 3, 21, 82, 83, 101
Jamestown 3, 21
Lancaster Town 3 (Buffalo)
Lindenhurst 6 (60 through Farmingdale)
Long Beach 6 (N)
Mamaroneck Town 3 (White Plains)
Manlius Town 3 (Syracuse)
Mount Vernon 3 (White Plains)
New Rochelle 3 (White Plains)
New York 2, 3, 5, 6, 11-39, 41-59, 61-91, 93-105
Niagara Falls 3-5 (Buffalo)
North Tonawanda 3, 4 (Buffalo)
Ossining Town 3 (White Plains)
Oyster Bay Town 6 (N)
Pittsford 3

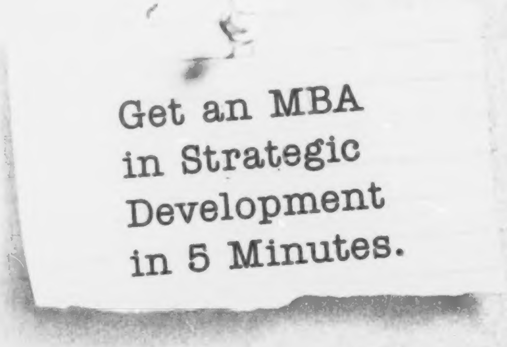
Poughkeepsie 24, 83
Rochester 2, 3, 23, 39, 47, 69, 75, 81-83, 92, 100, 101
Rockville Centre 6 (N)
Rome 3 (Utica)
Rotterdam Town 1, 3 (Albany)
Rye Town 3 (White Plains)
Salina Town 3
Schenectady 3, 4 (Albany)
Smithtown Town 6 (Islip)
Southampton Town 6 (Islip)
Syracuse 3, 5, 23, 39, 47, 69, 75, 81-83, 99-101
Tonawanda Town 3 (Buffalo)
Troy 3, 4 (Albany)
Utica 3, 7, 35, 82, 83
Valley Stream 6 (N)
Vestal Town 3 (Binghamton)
Wappinger (Poughkeepsie)
Watertown 3, 83
Webster (Rochester)
West Seneca Town (Buffalo)
White Plains 3, 21, 24, 39, 45, 69, 75, 83-85, 100
Yonkers 3 (White Plains)
Yorktown Town (White Plains)

Railroads

1. Boston & Maine Corp.
2. CSX Transportation, Inc.
3. Conrail
4. Delaware & Hudson Railway Co.
5. Illinois Central Gulf Railroad
6. Long Island Railroad Co.
7. New York, Susquehanna & Western
8. Norfolk Southern Corp.
9. Norfolk and Western Railway
10. Pittsburgh & Lake Erie R.R. Co.

Airlines

11. Aer Lingus
12. Aeroflot
13. Aerolineas Argentinas
14. Aeromexico
15. Air Afrique
16. Air Canada
17. Air France
18. Air India
19. Air Jamaica
20. Alitalia
21. Allegheny Commuter
22. Alm-Antillean
23. American
24. American Eagle
25. American Trans Air
26. America West
27. Avensa
28. Avianca
29. Bahamas Air
30. Braniff
31. British Airways
32. British Caledonian
33. BWIA Int'l
34. CAAC
35. Catskill Airways
36. Challenge Air Intl.
37. China Airlines
38. City Express
39. Continental
40. Continental Express-Colgan Airways
41. Continental Express-PBA-Provincetown-Boston
42. Continental Express-Presidential Airways
43. Czechoslovak Airlines
44. Delta
45. Delta Connection-Business Express
46. Dominicana
47. Eastern
48. Eastern Express-Bar Habor
49. Eastern Express-Precision
50. Ecuatoriana
51. Egyptair
52. El Al
53. Finnair
54. Guyana Airways
55. Highland Express
56. Holiday Airlines
57. Iberia
58. Icelandair
59. Japan Air Lines
60. Jet Express
61. KLM
62. Korean Air
63. Kuwait Airways
64. Lacsa
65. Lan Chile S. A.
66. Long Island Airlines
67. Lot
68. Lufthansa
69. Mall Airways
70. MGM Grand Air
71. Midway Airlines, Inc.
72. Midwest Express
73. New York Helicopter
74. Nigeria Airways
75. Northwest
76. Olympic
77. Omniflignt Helicopter
78. Pakistan Int'l. Airlines
79. Pan American
80. Pan Am Air Partner-Omniflight Helicopter



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95. TAP Air Portugal
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99. TWA
100. United
101. USAir
102. Varig
103. Viasa
104. Virgin Atlantic Airways
105. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 11eg
Amherst Town — 11e
Auburn — 10eg
Babylon Town — 8eg
Binghamton — 10e, 3g
Brighton Town — 11e, 13eg
Brookhaven Town — 8eg
Buffalo — 11e, 9g
Carmel — 10e
Cheektowaga Town — 10e, 11e
Clarkstown Town — 12eg
Clay Town — 11e
Colonie Town — 11e
Cortlandt City — 11e, 10g
DeWitt Town — 11e, 15g
Eastchester Town — 4eg
Elmira — 10eg, 5g
Freeport — 6e
Gates Town — 13eg
Glenville Town — 11e
Greece Town — 13eg
Guilderland — 11e
Hamburg Town — 10e, 11e, 9g
Haverstraw Town — 12eg
Hempstead — 8eg
Hempstead Town — 8eg
Henrietta Town — 11e, 13eg
Huntington Town — 8eg
Irondequoit Town — 13eg
Islip Town — 8eg
Ithaca — 10eg
Jamestown — 7e, 11e, 9g
Lancaster Town — 10e, 9g
Long Beach — 8eg
Mamaroneck Town — 4eg
Manlius Town — 11e
Mount Vernon — 4eg
New Rochelle — 4eg
New York — 4eg, 8g, 1g
Niagara Falls — 11e, 9g
North Tonawanda — 11e
Orangetown Town — 12eg
Ossining Town — 4eg
Oyster Bay Town — 8eg
Penfield — 13eg
Perinton Town — 13eg
Pittsford Town — 13eg
Poughkeepsie — 2eg
Poughkeepsie Town — 2eg
Ramapo Town — 12eg
Rochester — 2e, 13eg
Rockville Centre — 14e
Rome — 11eg
Rotterdam Town — 11e
Rye Town — 4eg
Salina Town — 11e
Schenectady — 11eg
Smithtown Town — 8eg
Southampton Town — 8eg
Syracuse — 11eg, 15g
Tonawanda Town — 11e, 9g
Troy — 11eg
Union Town — 10e, 3g
Utica — 11eg
Wappinger — 2e
Watertown — 11eg
Webster — 13eg
West Seneca Town — 10e, 11e
White Plains — 4eg
Yonkers — 4eg
Yorktown Town — 10e

1. Brooklyn Union Gas Co.
   195 Montague St., Brooklyn 11201
2. Central Hudson Gas & Elec. Corp.
   284 South Ave., Poughkeepsie 12601
3. Columbia Gas of New York, Inc.
   200 Civic Center Dr., Columbus, OH 43215
4. Consolidated Edison Co. of NY
   4 Irving Pl., New York 10003
5. Corning Natural Gas Corp.
   27 E. Denison Pkwy., Box 58, Corning 14830
6. Freeport Electric Dept.
   220 W. Sunrise Hwy., Freeport 11520
7. Jamestown Bd. of Public Utilities
   200 E. Third St., Box 700, Jamestown 14702
8. Long Island Lighting Co.
   175 E. Old Country Rd., Hicksville 11801
9. National Fuel Gas Dist. Corp.
   10 Lafayette Sq., Buffalo 14203
10. NY State Elec. & Gas Corp.
    4500 Vestal Pkwy. E.
    Binghamton 13903
11. Niagara Mohawk Power Corp.
    300 Erie Blvd. W., Syracuse 13202
12. Orange and Rockland Utilities, Inc.
    One Blue Hill Pl., Pearl River 10965
13. Rochester Gas & Electric Corp.
    89 East Ave., Rochester 14649
14. Rockville Centre Electric Dept.
    P.O. Box 950, Rockville Centre 11571
15. Syracuse Suburban Gas Co.
    207 N. Center St., E. Syracuse 13057

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107 Delaware Ave., 14202
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Bivens, Robert W., Dir.
Muggleton, Martin J., Asst. Dir.
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607/733-6513

Hauppauge
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Suffolk Cty. Office of Econ. Dev.
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2840 Delaware Ave., 14217
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County of Sullivan
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914/794-3000 ext. 142

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Con Edison, Area Dev. Dept.
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212/460-4153
Levine, Ted M., Pres.
Dev. Counselors Int'l
220 Fifth Ave., 10001
212/725-0707
Olton, Barbara K.
Port Auth. of N.Y. & N.J.
One World Trade Ctr., 64E, 10048
212/466-7000

Oriskany
Potocki, Rodger P., Exec. V.P.
Oneida Cty. Ind. Dev. Corp.
Oneida Cty. Airport, 13424
315/736-0888

Oswego
Treadwell, L. Michael
Area Ind. Dir.
Operation Oswego Cty., Inc.
P.O. Box 4067, 13126
315/343-1545

Rochester
Clawson, John W., Area Dev. Dir.
Rochester Gas & Elec. Corp.
89 East Ave., 14649
716/546-2700, ext. 4975

HARRISBURG
PENNSYLVANIA

STATE INFORMATION:

Financial assistance to industry:

- Penn. Capital Loan Fund (PCLF) — Loans to small bus. in mfg., ind., export, and/or advanced tech. operations for land, bldgs., machinery & equip., & working capital
- Penn. Ind. Dev. Authority (PIDA) — Long-term, low-interest loans to mfg. or ind. bus. Rates from 3% to 7.5%.
- Revenue Bond & Mortgage Program — Tax-exempt financing to acquire land, bldgs., machinery & equip.
- Customized Job Training (CJT) — Funds for individualized vocational training
- Penn. Minority Bus. Dev. Authority (PMBDA) — Managerial technical & loan assistance for minority bus.
- Ben Franklin Partnership — Links state, private, & educational resources
- Site Dev., Community Facilities, & Bus. Infrastructure Dev. (BID) programs — Grants and/or loans to improve infrastructure needed for bus. growth & expansion
- Employee Ownership Assistance Program — financial assistance to employee ownership groups to convert mfg. or ind. firms into employee-owned enterprises or to improve existing employee-owned companies.
- Credit for Net Operating Losses (NOLs)
- Accelerated Cost Recovery System

Tax Credit Programs:

1. Economic Revitalization — credit for PA investment by corporations with expired NOL carryforwards.
2. Employment Incentive — credit for hiring people receiving General Assistance.
3. Neighborhood Assistance — credit for facilities donated to non-profit groups.
4. Enterprise Zone — credit for investment to rehabilitate or expand property in distressed areas.
5. Job Creation — credit against federal unemployment insurance costs for creating new jobs.

Tax rates:

Corporate income tax	8.5% (eff. 1/87)
Personal income tax	2.1% flat rate (eff. 9/86)
Sales tax	6%
Incorporation tax	NA
Franchise tax	10 mills on fixed formula with some statutory exemptions including exemption of the first $50,000 of the tax base and all manufacturing operations
Inventory tax	none
Gasoline tax	$.12/gal.

Advanced education facilities:

Four-year colleges & universities	115
Two-year or junior colleges	23
Vocational or business schools	80

Medical facilities:

Hospitals	301
Clinics	NA

Labor analysis:

Civilian labor force	5,670,000 (9/85)
High-school grads	132,412 (1984)

For additional labor market information, contact Office of Employ. Security, Penn. Dept. of Labor & Industry, 2971 N. 7th St., Harrisburg, PA 17121, 717/783-3270

Environment controls:

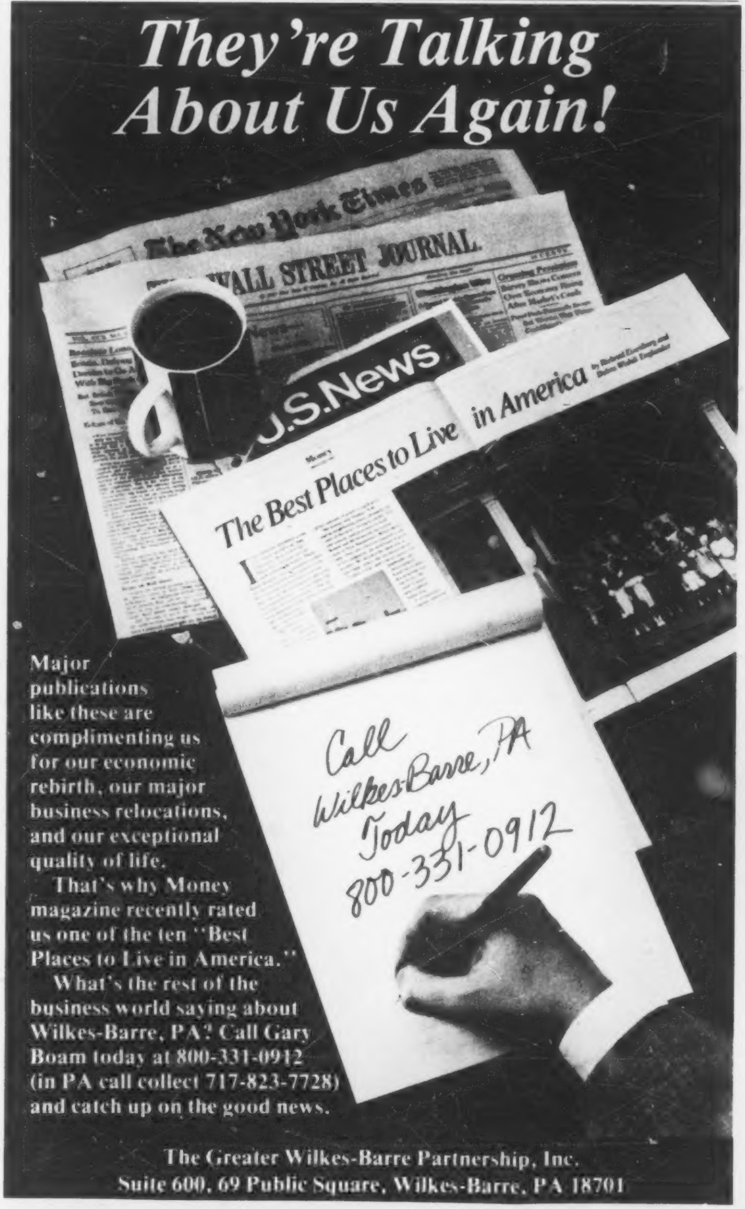
Air pollution: Pennsylvania Dept. of Environ. Resources, Bur. of Air Quality, Fulton Bldg., P.O. Box 2063, Harrisburg, PA 17120, 717/787-9702

Water pollution: Pennsylvania Dept. of Environ. Resources, Bur. of Water Quality Mgt., (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	Thousands	
PENNSYLVANIA	11,866.7	11,953.5
Abington Twp.	59.1	59.5
Allentown	103.8	105.6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PENNSYLVANIA

Altoona	57.1	54.8
Bensalem Twp.	52.4	57.9
Bethel Park	34.8	NA
Bethlehem	70.4	71.0
Bristol Twp.	58.7	60.4
Cheltenham Twp.	35.5	NA
Chester	45.8	44.4
Easton	26.0	26.5
Erie	119.1	117.1
Falls Twp.	36.1	NA
Harrisburg	53.3	52.3
Haverford Twp.	52.3	52.4
Hazleton	27.3	25.8
Hempfield Twp.	43.4	43.3
Johnstown	35.5	32.9
Lancaster	54.7	57.3
Lebanon	25.7	26.6
Lower Merion Twp.	59.7	60.2
Lower Paxton Twp.	34.8	NA
Manheim Twp.	26.0	NA
McCandless Twp.	26.3	NA
McKeesport	31.0	28.1
Middletown Twp.	34.2	NA
Millcreek Twp.	44.3	45.9
Monroeville	31.0	NA
Mount Lebanon Twp.	34.4	NA
New Castle Twp.	33.6	NA
Norristown	34.7	34.6
Northampton Twp.	27.4	NA
North Huntingdon Twp.	31.5	NA
Penn Hills Twp.	57.6	54.9
Philadelphia	1,688.2	1,645.1
Pittsburgh	423.9	393.0
Plum	25.4	NA
Radnor Twp.	27.7	NA
Reading	78.7	78.6
Ridley Twp.	33.8	NA
Ross Twp.	35.1	NA
Scranton	88.1	83.2
Shaler Twp.	33.7	NA
Springfield Twp.	25.3	NA
State College	36.1	34.6
Upper Darby Twp.	84.1	84.5
Upper Moreland Twp.	25.9	NA
Warminster Twp.	35.5	NA
West Mifflin	26.3	NA
Wilkes-Barre	51.6	48.7
Williamsport	33.4	32.4
York	44.6	44.0

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Allentown-Bethlehem, PA/NJ	636.7	660.7
Altoona	136.6	135.4
*Beaver County	204.0	194.6
Erie	279.8	281.9
Harrisburg-Lebanon-Carlisle	555.0	580.9
Johnstown	264.5	259.3
Lancaster	362.3	389.1
*Philadelphia, PA/NJ	4,716.8	4,827.4
*Pittsburgh	2,219.0	2,139.6
Reading	312.5	323.7
Scranton-Wilkes-Barre	729.0	731.2
Sharon	128.3	126.6
State College	112.8	115.9
Williamsport	118.4	118.3
York	381.3	397.5

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

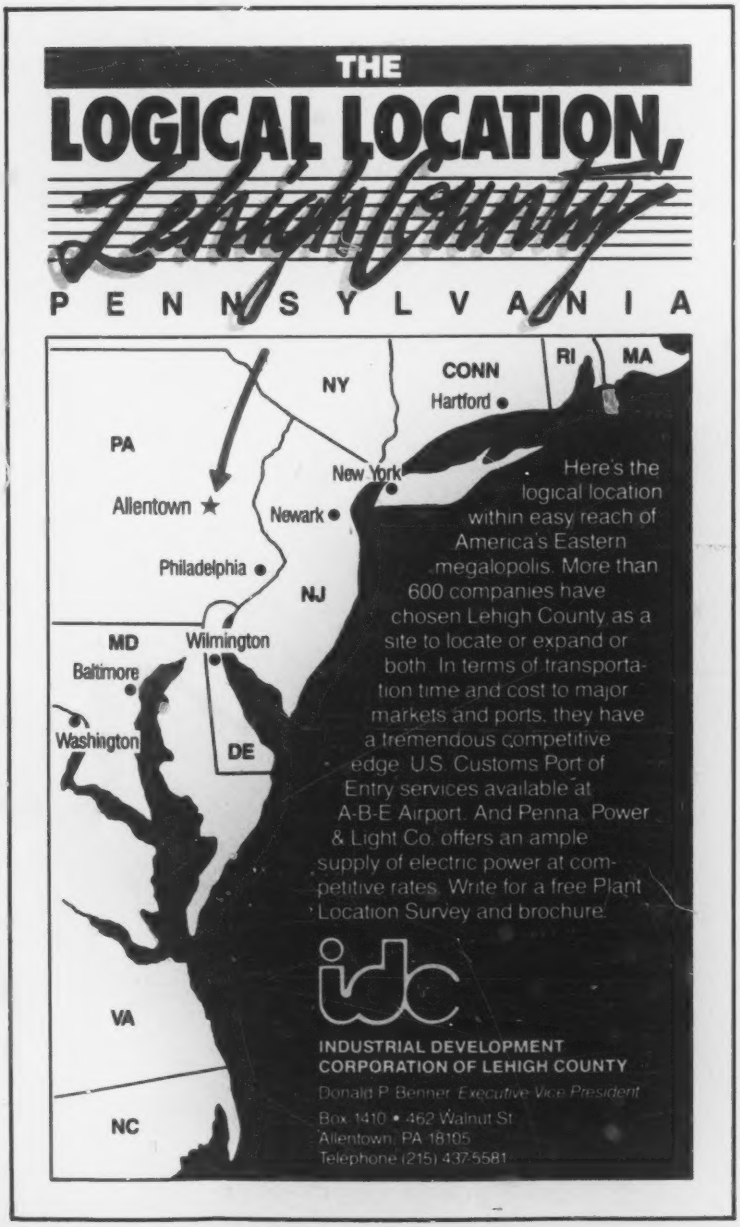
Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
PENNSYLVANIA	1,046.8	41.1	10.08
Allentown-Bethlehem	76.5	40.0	10.44
Altoona	11.2	38.4	8.58
Beaver County	9.7	41.1	11.16
Erie	34.6	41.9	10.33
Harrisburg-Lebanon-Carlisle	52.3	39.7	9.41
Johnstown	13.0	39.8	8.39
Lancaster	59.5	40.6	9.74
Philadelphia PMSA	381.5	40.5	10.95
Pittsburgh	127.4	42.2	11.34
Reading	NA	42.0	10.36
Scranton-Wilkes-Barre	NA	38.8	8.82
Williamsport	NA	42.3	8.50
York	NA	42.3	9.41

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	189.5	NA	NA
MANUFACTURING	1,089.5	39.9	9.57



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CORPORATION OF LEHIGH COUNTY

Donald P. Benner, *Executive Vice President*

Box 1410 • 462 Walnut St.
Allentown, PA 18105
Telephone (215) 437-5581

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DURABLE GOODS	628.6	41.0	10.38
Lumber & wood prods.-SIC 24	24.0	40.0	7.58
Furniture & fixtures-SIC 25	20.4	39.9	8.17
Stone, clay & glass prods.-SIC 32	47.9	41.7	10.03
Primary metal industries-SIC 33	104.5	40.7	12.25
Fabricated metal products-SIC 34	91.7	41.2	10.70
Machinery, except electrical-SIC 35	114.3	41.8	10.45
Electrical & electronic equip.-SIC 36	104.3	40.7	9.61
Transportation equip.-SIC 37	63.7	41.2	11.85
Instruments & related prods.-SIC 38	37.6	41.1	9.53
Misc mfg. industries-SIC 39	20.1	38.0	8.92

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
PENNSYLVANIA	5,787.4	307.1	5.3
Allentown-Bethlehem	318.5	11.9	3.7
Altoona	59.4	4.1	7.0
Beaver County	63.7	7.2	11.3
Erie	131.0	9.3	7.1
Harrisburg-Lebanon-Carlisle	317.4	10.1	3.2
Johnstown	95.6	7.3	7.6
Lancaster	219.2	6.3	2.9
Philadelphia	2,460.8	111.0	4.5
Pittsburgh	973.9	63.6	6.5
Reading	174.3	6.4	3.6
Scranton-Wilkes-Barre	348.7	21.0	6.0
Sharon	52.1	3.2	6.1
State College	60.9	3.1	5.1
Williamsport	58.9	2.8	4.7
York	214.8	7.4	3.5

*preliminary figures

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	6,200	322,000
Masonry	400	28,300
Clays (excl. kaolin)	1,134	5,268
Gem stones	NA	W
Lime	1,411	80,658
Peat	30	999
Sand & gravel:		
Construction	14,900	68,700
Industrial	700	10,400
Stone:		
Crushed	61,800	307,100
Dimension	72	8,100
Combined value of clays (kaolin), mica (scrap), and values indicated by symbol W		1,154
Total 1986 (preliminary)		832,679

* thousand short tons

w withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Allentown	27	74	5815	751
Erie	25	69	6768	402
Harrisburg	29	74	5335	1006
Johnstown	28	73	5768	728
New Castle	27	72	5885	642
Philadelphia	31	77	4947	1075
Pittsburgh	27	72	5950	645
Scranton	25	72	6330	569
State College	26	72	6247	559
Wilkes-Barre	25	72	6330	569
Williamsport	26	73	6047	659
York	30	75	5203	901

TRANSPORTATION:

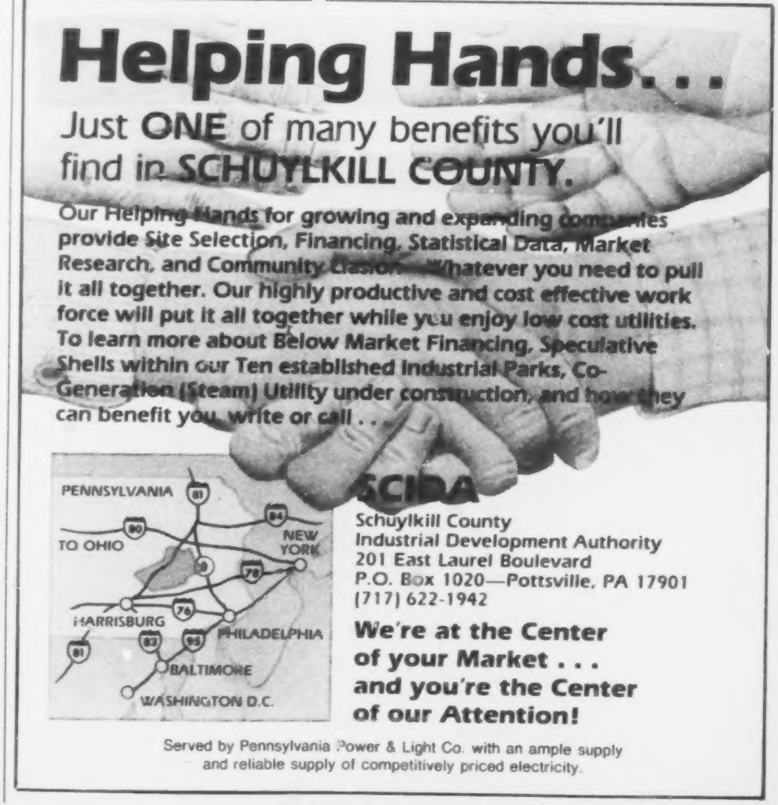
Railroads & Airlines Serving Cities [illegible]r 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Abington Twp. (Philadelphia)
Allentown 3, 4, 10, 16, 19, 23, 25, 30, 34, 36, 38, 40
Altoona 3, 10
Bethel Park (Pittsburgh)
Bethlehem 3, 4 (Allentown)
Bristol Twp. 3 (Philadelphia)
Cheltenham Twp. (Philadelphia)
Chester 2, 3 (Philadelphia)
Easton 3 (Allentown)
Erie 1, 3, 6, 30, 35, 40
Harrisburg 3, 4, 10-12, 15, 16, 25, 35-40
Haverford Twp. 3 (Philadelphia)
Johnstown 2, 3, 10
Lancaster 3, 10, 25
Lebanon Twp. 3 (Harrisburg)
Manheim Twp. 3 (Lancaster)
McCandless Twp. (Pittsburgh)
McKeesport 1-3, 7 (Pittsburgh)
Middletown Twp. 3 (Harrisburg)
Monroeville (Pittsburgh)
New Castle Twp. 2, 3, 7 (Pittsburgh)
Norristown 3 (Philadelphia)
Northampton Twp. (Allentown)
Philadelphia 2-5, 9-13, 17-30, 32-35, 37-41
Pittsburgh 2, 3, 5, 7, 10, 11, 13-15, 17, 21, 23, 30, 31, 33, 37, 38, 40
Reading 2, 3, 10, 25
Ridley Twp. 2, 3 (Philadelphia)
Scranton 3, 4 (Wilkes-Barre)
Springfield Twp. 3 (Philadelphia)
State College 10
Upper Darby Twp. (Philadelphia)
Warminster Twp. (Philadelphia)
West Mifflin (Pittsburgh)
Wilkes-Barre 4, 10, 23, 25, 34-36, 40
Williamsport 3, 10
York 2, 3 (Harrisburg)

Railroads

1. Bessemer & Lake Erie R.R. Co.
2. CSX Transportation, Inc.
3. Conrail
4. Delaware & Hudson Railway Co.
5. Illinois Central Gulf R.R. Co.
6. Norfolk and Western Rwy. Co.
7. Pittsburgh & Lake Erie R.R. Co.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PENNSYLVANIA

Airlines

9. Air Jamaica
10. Allegheny Commuter
11. American
12. American Eagle
13. British Airways
14. Canadian Airlines Intl. Ltd.
15. Christman Air System
16. Commuter Express
17. Continental
18. Continental Express-Colgan Airways
19. Continental Express-PBA-Provincetown-Boston
20. Continental Express-Presidential Airway
21. Delta
22. Delta Connection—Business Express
23. Eastern
24. Eastern Express-Bar Harbor
25. Eastern Express-Britt
26. Eastern Express-Precision
27. Lufthansa
28. Mexicana
29. Midway Airlines, Inc.
30. Northwest
31. Pan American
32. Pan Am Express
33. Piedmont
34. Piedmont Commuter-Brockway Air
35. Piedmont Commuter-Jetstream Intl.
36. Piedmont Regional-Henson
37. TWA
38. United
39. United Express-Air Wisconsin
40. USAir
41. Wings Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Abington Twp. — 12eg, 8g
Allentown — 9e, 14g
Altoona — 7e, 11g
Bensalem Twp. — 12g
Bethel Park — 2e, 15e, 1g, 3g
Bethlehem — 9e, 14g
Bristol Twp. — 12eg
Cheltenham Twp. — 12eg
Chester — 12eg
Easton — 4e, 6g, 14g
Erie — 7e, 5g
Harrisburg — 9e, 14g
Haverford Twp. — 12eg
Hazleton — 9e, 14g
Hempfield — 11g
Johnstown — 7e, 11g
Lancaster — 9e, 14g
Lebanon — 4e, 14g
Lower Merion Twp. — 12g
Lower Paxton Twp. — 14g
Manheim Twp. — 9e, 14g
McCandless Twp. — 2e, 1g, 3g
McKeesport — 2e, 3g
Millcreek Twp. — 8g
Monroeville — 2e, 3g, 11g
Mt. Lebanon Twp. — 2e, 1g, 3g
New Castle — 10e, 1g
Norristown — 12eg
Northampton Twp. — 9e, 12g, 14g
North Huntington Twp. — 1g, 3g
Penn Hills Twp. — 2e, 3g
Philadelphia — 12e, 13g
Pittsburgh — 2e, 1g, 3g, 11g
Plum — 2e, 3g
Radnor Twp. — 12eg
Reading — 4e, 14g
Ridley Twp. — 12eg
Ross Twp. — 14e, 1g, 3g
Scranton — 9e, 8g
Shaler Twp. — 2e, 3g
Springfield Twp. — 12eg, 6g
State College — 15e, 1g
Upper Darby Twp. — 12eg
Upper Moreland Twp. — 12g
Warminster Twp. — 12eg
West Mifflin — 2e, 1g, 3g
Wilkes-Barre — 9e
Williamsport — 9e, 8g
York — 4e, 1g

1. Columbia Gas of PA Inc.
   200 Civic Center Dr., Columbus, Ohio 43215
2. Duquesne Light Co.
   One Oxford Ctr., 301 Grant St. Pittsburgh 15279
3. Equitable Gas Co.
   420 Blvd. of the Allies, Pittsburgh 15219
4. Metropolitan Edison Co.
   2800 Pottsville Pike, Muhlenberg Twp., Berks Co.; Box 16001, Reading 19640-0001
5. National Fuel Gas Dist. Corp.
   10 Lafayette Sq., Buffalo, NY 14203
6. North Penn Gas Co.
   76-80 Mill St., Port Allegany 16743
7. Pennsylvania Electric Co.
   1001 Broad St., Johnstown 15907
8. Pennsylvania Gas & Water Co.
   39 Public Square, Wilkes-Barre 18711
9. Pennsylvania Power & Light Co.
   2 N. 9th St., Allentown 18101-1179
10. Pennsylvania Power Co.
    1 E. Washington St., Box 891, New Castle 16103
11. Peoples Natural Gas Co.
    2 Gateway Center, Pittsburgh 15222
12. Philadelphia Electric Co.
    2301 Market St., Philadelphia 19101
13. Philadelphia Gas Works
    1800 No. 9th St. Philadelphia 19122
14. UGI Corp.
    Box 858, Irwin Bldg., Rt. 363, Valley Forge 19482
15. West Penn Power Co.
    Cabin Hill, Greensburg 15601

Utility serving cities under 25,000:

Allegheny Electric Co-op
David E. Piper, Gen. Mgr.
500 N.E. Multnomah, Ste. 1480
Portland 97232
503/235-3500

DEVELOPMENT COUNSELORS:

State Development Agency

Pooler, Joy, M., CID, Dir.
Penn. Dept. of Commerce
Domestic Division
453 Forum Bldg.
Harrisburg, 17120
717/787-6500

Areas & Others

Allentown

Benner, Donald P., Exec. V.P.
Ind. Dev. Corp. of Lehigh Cty.
462 Walnut St., Box 1410, 18105
215/437-5581

Lesko, Joseph R., Mgr.
Penn. Power & Light
2 North 9th St., 18101
215/770-5203

Bethlehem

Bollinger, Dick, Mktg. Dir.
Lehigh Valley Ind. Park Inc.

Area Wage Survey

Average straight-time hourly earnings

	Philadelphia PA/NJ 11/85	Pittsburgh 1/86	York 1/86	Northeast Pennsylvania 8/86
Office, professional, & technical				
Payroll clerks	$ 7.62	9.40	6.74	8.49
Accounting clerks	7.38	7.56	6.24	6.14
File clerks	5.43	6.19	5.33	4.84
Typists	7.25	7.12	6.94	6.36
Key entry operators	7.01	7.19	5.88	5.85
Secretaries	9.47	9.41	7.84	7.79
Stenographers	9.04	8.96	8.00	7.70
Swtichbd opr-receptionists	6.55	6.57	5.86	5.59
Word processors	7.92	8.08	7.45	6.61
Drafters	10.03	11.56	9.81	8.70
Electronics technicians	14.00	14.58	13.11	12.94
Computer operators	8.96	9.16	7.46	7.85
Computer programmers (business)	12.58	12.03	10.00	10.99
Computer systems analysts	15.21	16.18	14.31	17.17
Maintenance & powerplant				
Carpenters	12.99	12.22	11.21	8.77
Electricians	13.21	13.44	12.05	10.97
Engineers, stationary	12.22	13.22	NA	11.70
Machinists	13.20	12.94	11.58	10.33
Mechanics (machinery)	12.71	13.27	11.26	10.07
Tool & die makers	13.29	13.81	12.54	11.49
Custodial & material movement				
Guards	4.45	4.81	4.71	4.17
Janitors, porters & cleaners	6.59	5.12	7.15	4.97
Laborers, mat'l handling	9.66	9.03	9.22	10.83
Shippers & receivers	8.16	9.77	7.45	8.28
Truckdrivers	12.01	12.27	9.86	10.03
Forklift operators	10.30	11.19	8.82	10.34

95 Highland Ave., Ste. 310, 18015
215/866-4600

Camp Hill
Graf, William S., Exec. V.P.
Central Pennsylvania Business People
214 Senate Ave., 17011
717/761-2000

Easton
Austen, John R., Exec. Dir.
Easton Area Ind. Dev. Co.
208 Spring Garden St., P.O. Box 936
18044-0936
215/258-5647

Capobianco, Michael, Dir. of Mktg.
Northampton Cty. Dev. Corp.
157 S. 4th St., 18042
215/253-4213

Franklin
Zastawney, John W., Dir.
Vanango Cty. Ind. Dev. Corp.
1174 Elk St., 16323
814/432-3466

Greensburg
Dinardo, Ralph, Econ. Dev. Spvr.
West Penn Center
800 Cabin Hill Dr., 15601
412/838-5901

Lancaster
Wauls, David
Lancaster Cty. E.D.C.
P.O. Box 1558, 17603
717/397-4046

Lewistown
Postal, Robert, Exec. Dir.
Mifflin Cty. I.D.C.
1 Belle Ave.
Mifflin Cty. Ind. Plz., 17044
717/242-0393

New Castle
Ross, Richard
Penn. Power Co.
P.O. Box 891, A9, 16103-0891

Philadelphia
Orsborn, James T., CID
Mgr., Reg. Info. Svcs.
Conrail Reg. Market Dev. Dept.
1528 Walnut St., Rm. 1601, 19081
215/893-6030

Pittsburgh
Evans, Jim
Area Dev. Dept.
Equitable Gas
420 Blvd. of the Allies, 15219
412/553-5790

Pittson
Grossman, Howard J., Exec. Dir.
Econ. Dev. Council of N.E. Penn.
1151 Oak St., 18640-3795
717/655-5581

Pottsville
Dunleavy, Edward J.
Dir., Mktg. & P.R.
Schuylkill Econ. Dev. Corp.
201 E. Laurel Blvd., 17901
717/622-1943

Trevose
Ponce, Juanita
The Korman Co.
2 Neshaminy Interplex, 19047
215/245-0700

Wilkes-Barre
Boam, Gary
Gtr. Wilkes-Barre Partnership, Inc.
Suite 600
69 Public Square, 18701-2505
717/823-7726

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Company ______________________

Address ______________________

City ______________ State ________ Zip ________

Phone ______________________

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SOUTH ATLANTIC

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- GEORGIA
- MARYLAND
- NORTH CAROLINA
- SOUTH CAROLINA
- VIRGINIA
- WEST VIRGINIA

Regional Review

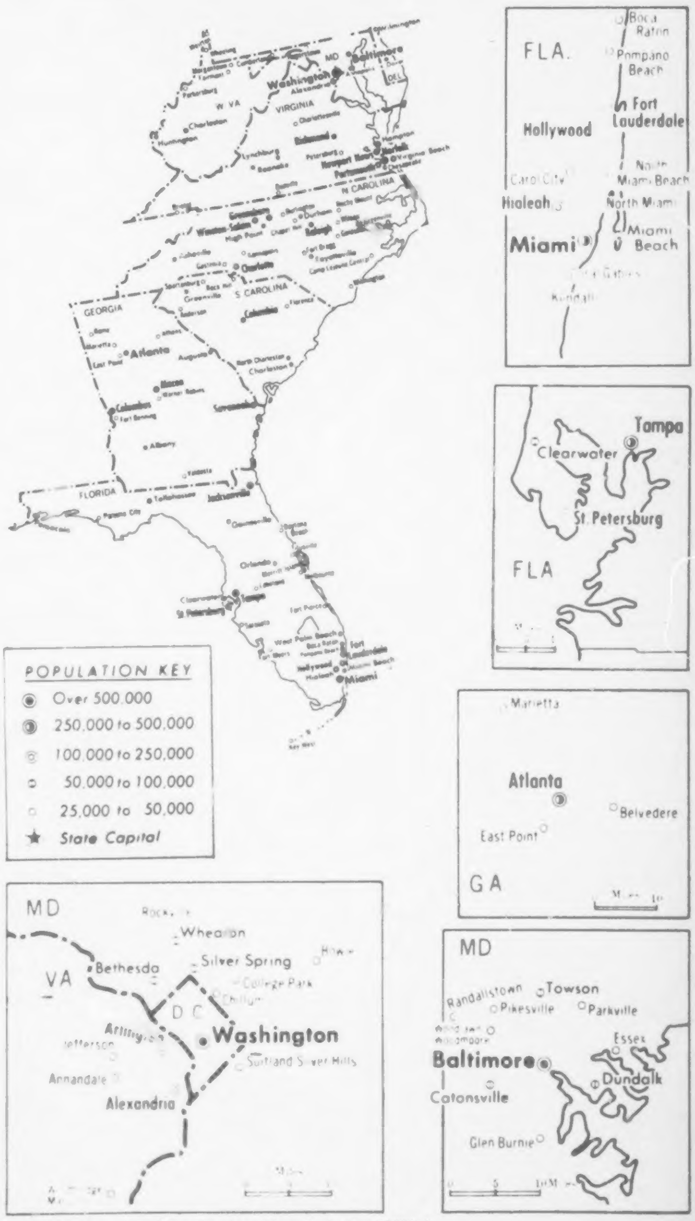
Following are summaries of some of the events affecting site location in each of the South Atlantic states in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Delaware. In legislative action, 1987 saw the fourth reduction in personal income tax in as many years in Delaware. In addition, a receipts tax exemption enacted in 1986 was clarified to include companies who render manufacturing services on goods owned by other manufacturers and who will complete manufacturing of the product in Delaware without a transfer of ownership taking place.

The third legislative action in 1987 was the development of the Transportation Trust Fund, which will finance highway improvements and other projects.

The largest firm to open a new office in Delaware last year was First Delaware Financial Group, which involved a 113,000-sq.-ft. facility in Wilmington and new jobs for 50 people. The largest business expansions included Nanticoke Homes in Greenwood, which added 195 employees to the area; American Express Centurion, which grew 144% in Newark; ICI Americas, which invested $40 million in Wilmington; Lomas Bank USA, which added 233 employees to its payroll in Wilmington; and Barclays Bank of Delaware, which added 183 people in Wilmington.

Florida. The state has more people, more new businesses, fewer taxes, and less unemployment than 80% of the rest of the nation. To substantiate that with figures, the population was the fifth-highest in 1986 at 11,675,000, job growth was the second-highest from 1980 to 1986 at


MD
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Washington
Alexandria
W VA
VIRGINIA
Charleston
Huntington
Richmond
Lynchburg
Roanoke
Petersburg
Newport News
Norfolk
Portsmouth
Virginia Beach
N CAROLINA
Greensboro
Winston-Salem
High Point
Durham
Raleigh
Asheville
Charlotte
Fayetteville
S CAROLINA
Greenville
Spartanburg
Columbia
Florence
GEORGIA
Atlanta
Augusta
Macon
Columbus
Savannah
Albany
North Charleston
Charleston
FLORIDA
Tallahassee
Jacksonville
Gainesville
Orlando
Clearwater
St Petersburg
Tampa
Fort Lauderdale
Hollywood
Hialeah
Miami
Miami Beach
FLA.
Boca Raton
Pompano Beach
Fort Lauderdale
Hollywood
North Miami Beach
Carol City
Hialeah
North Miami
Miami
Miami Beach
Clearwater
Tampa
St. Petersburg
FLA
Marietta
Atlanta
Belvedere
East Point
GA
MD
Randallstown
Towson
Pikesville
Parkville
Essex
Baltimore
Dundalk
Catonsville
Glen Burnie
MD
Wheaton
Bethesda
Silver Spring
College Park
VA
D C
Arlington
Washington
Jefferson
Suitland Silver Hills
Annandale
Alexandria
POPULATION KEY
◉ Over 500,000
◑ 250,000 to 500,000
◎ 100,000 to 250,000
○ 50,000 to 100,000
○ 25,000 to 50,000
★ State Capital

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32.5%, taxes were fourth-lowest in 1985 at $95 per $1,000 of personal income, and unemployment was eighth-lowest in 1986 at 4.6%.

The only drawback to this growth has been a strain put on the state's fresh water supply. However, a solution has been found. To counteract the soaring average daily water demand, a number of Florida counties are investing in a new desalination technique called reverse osmosis. This allows cities to use a large amount of salty ground water and alleviates the threat of a potentially serious water shortage.

Tourism is the largest industry in the state and is partly responsible for the low personal tax rates. An estimated 35 million tourists will visit the state in 1988, generating $800 million in sales-tax revenue. Another healthy industry in Florida is electronics, which is greatly helped by the presence of the space program.

Georgia. The big news in the state is the growth in population and industry occurring in the metro-Atlanta area. From 1980 to 1986 job growth was 14.3%, and the average annual per-capita income was up 20.1% in the period 1982-1984. The city receives substantial revenue from hotel and motel taxes; this revenue is aided by the presence of the Atlanta-Hartsfield airport, which is an international hub.

The state as a whole isn't doing too badly either. Private-sector and civilian public-sector employment increased 24.02% from Feb. 1983 to Feb. 1987. The new-business birth rate from 1983 to 1987 was 3.04%, and the percentage of fast-growth companies from 1983 to 1987 was 3.02%. These figures contributed to Georgia's fourth-place nationwide ranking in *Inc.* magazine's "Annual Report on the States."

In fiscal 198[illegible] the state will focus on education and highway and prison construction. It is expected that a total of $400 million will be sold in general obligation bonds to fund those areas.

Georgia's general-fund budget for education in 1987 was $2 billion.

Maryland. *Inc.* magazine's report ranked Maryland third nationwide in job generation, new businesses, and young-company growth last year.

There is a good deal of activity occurring in the Baltimore area. The waterfront is attracting new development—in 1987 over 800,000 sq. ft. of office space was constructed. Major projects included Rouse Company's Harborplace Tower on Pratt Street, and Toombs Development Corp.'s Redwood Tower situated one block north.

Last year was Governor William D. Schaefer's first term, and he started working on reform in several areas. In his first state of the state address in January 1987, he pledged to improve the quality of elementary and secondary education and to raise $900 million for the Transportation Trust Fund over the next five fiscal years. The latter would go to county governments for secondary roads and to a state-funded road improvement plan.

North Carolina. For detailed information on the state, see the special report *North Carolina: The better business climate* in this regional section.

South Carolina. According to a report prepared by the research and information resources division of South Carolina's State Development Board, 1987 was a record year for economic development activity in the state. A total of 794 companies announced locations or expansions, which created 22,515 new jobs. The bulk of the capital investments were in manufacturing, representing 93% of the total. The five industries with the most announced capital investments last year were chemicals, textiles, rubber/plastics, electronic equipment, and machinery.

Several pieces of legislation were passed in 1987 that have an affect on economic development in the state. The Freedom of Information Act contains provisions that protect certain economic development documents from public scrutiny. The Highway Fund Act calls for a $.03 levy on wholesale gasoline by Jan. 1, 1989, with the generated funds to be used for the state highway department's strategic highway plan. In addition, the state corporate tax was decreased 1%, from 6% to 5%.

Virginia. According to James C. Ruehrmund, Jr., an economist at the Virginia Department of Economic Development, "Last year was a banner year for the Virginia economy. The employment rate dropped well below 5%, and we had the largest number of new jobs announced in new and expanding plants since 1973." Specifically, employment was at 3.9% as of Oct. 1987 and a total of 19,456 new jobs were created.

Some of the larger manufacturing companies that announced plans to locate in Virginia in 1987 included AMF Bowling Companies, which will employ 225 people in Hanover County; Dotson Wheel Corp., which will employ 200-300 people in Saltville; Hills Brothers Coffee Inc., which will bring 350-400 new jobs to Suffolk; McKee Baking Company, which will employ 200-500 people in Augusta County; and Sumitomo Machinery Corp. of America, which will increase employment by up to 500 in Chesapeake.

Major nonmanufacturing activity in 1987 included a new distribution center for CVN Companies in Suffolk, creating jobs for 1,000; expansion of corporate headquarters for the Federal Home Loan Mortgage Corp., adding 650 jobs in Tysons Corner; and expansion of Mobile Corp.'s world headquarters in Fairfax County, adding to the area's employment by 1,000 to 1,500.

West Virginia. West Virginia is making a steady recovery from the recession of the early 1980s, when coal and steel industries cut back and unemployment was in the double digits.

The figures released for 1987 showed how far the state has come. For example, $1,637 billion in business investment was created. Ten venture-capital companies were formed between July 1986 and Jan. 1988 with a total capitalization level of $11.6 million. Business incorporations were up 41.3% from 1986. Business failures were down 17.4% from 1986. Unemployment decreased 47% from Jan. 1985 to Jan. 1988—the largest decrease in the U.S. in that period.

Tax incentives initiated in 1987 included an amendment to the "Super Tax Credit." A small-business investment and jobs expansion tax credit has been added, which allows a small business that creates 10+ new jobs to be eligible for a 30% tax credit on its qualified investment.

Another tax incentive in 1987 involved phase-in of the Freeport Tax Exemption, which began in July. This will allow goods in transit to an out-of-state destination to be exempt from local ad valorem property taxes when warehoused in West Virginia. ☐

When you contact
industrial developers
listed in

PLANT
LOCATION

tell them
where you saw
their name

DOVER
DELAWARE

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives — municipal, county & state
- Industrial revenue bond financing
- SBA 503 financing
- SBA 7(a) Financing
- Municipal and county revolving loan program
- Job training assistance
- Available property inventory

Tax rates:

Corporate income tax	8.7%
Personal income tax (1987)	1.0%-8.8%
Sales tax	none
Franchise & incorp. tax	varies
Inventory tax	none
Personal property tax	none
Gasoline tax	$.13/gal.

Advanced education facilities

Four-year colleges & universities	5
Two-year or junior colleges	4
Vocational & business schools	50

Medical facilities:

Hospitals	12
Clinics	18

Labor analysis:

Civilian labor force	331,760
High school graduates	5,791

For additional labor market information, contact Douglas M. Clendaniel, Dir. of Research, Delaware Dev. Office, 99 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4271

Environment controls:

Air pollution: Robert Touhey, Dir., Div. of Air & Waste Mgt., 89 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4764

Water pollution: R. Wayne Ashbee, Dir., Div. of Water Resources, 89 Kings Hwy., P.O. Box 1401, Dover, DE 19903, 302/736-4860

POPULATION:

Cities over 25,000

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
DELAWARE	595.2	630.1
Newark	25.2	NA
Wilmington	70.2	70.4

Metropolitan Statistical Area (MSA)

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
*Wilmington, DE/NJ/MD	524.1	548.3

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
DELAWARE	69.5	40.0	11.42
Wilmington	59.0	41.1	12.96

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
DELAWARE	330.0	9.3	2.8
Wilmington	286.2	8.8	3.1

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	17.8	NA	NA
MANUFACTURING	72.1	41.1	9.84
DURABLE GOODS	20.0	42.0	11.04
Primary metal industries-SIC 33	1.8	42.1	9.65
Fabricated metal products-SIC 34	1.8	38.0	8.78
Machinery & transp. equip.-SIC 35	NA	NA	NA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Marl, greensand	(1)	4
Sand & gravel (construction)	1,400	3,700
Total 1986 (preliminary; excludes the value of magnesium compounds)		3,704

* thousand short tons

(1) less than ½ unit

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Wilmington	31	76	4986	1015

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Newark 1, 2 (Philadelphia, PA)
Wilmington 1, 2 (Philadelphia, PA)

Railroads

1. Conrail
2. CSX Transportation

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Newark — 2e, 1g
Wilmington — 1eg

1. Delmarva Power & Light Co.
   800 King St., P.O. Box 231
   Wilmington 19899
2. Newark Electric Dept.
   P.O. Box 390, Newark 19711

DEVELOPMENT COUNSELORS:

State Development Agency

Sullivan, Do[illegible]., Bus. Dev.
Delaware Dev. Off.
99 Kings Hwy., P.O. Box 1401
Dover, 19903
302/7[illegible]4271

Areas & Others

Dover

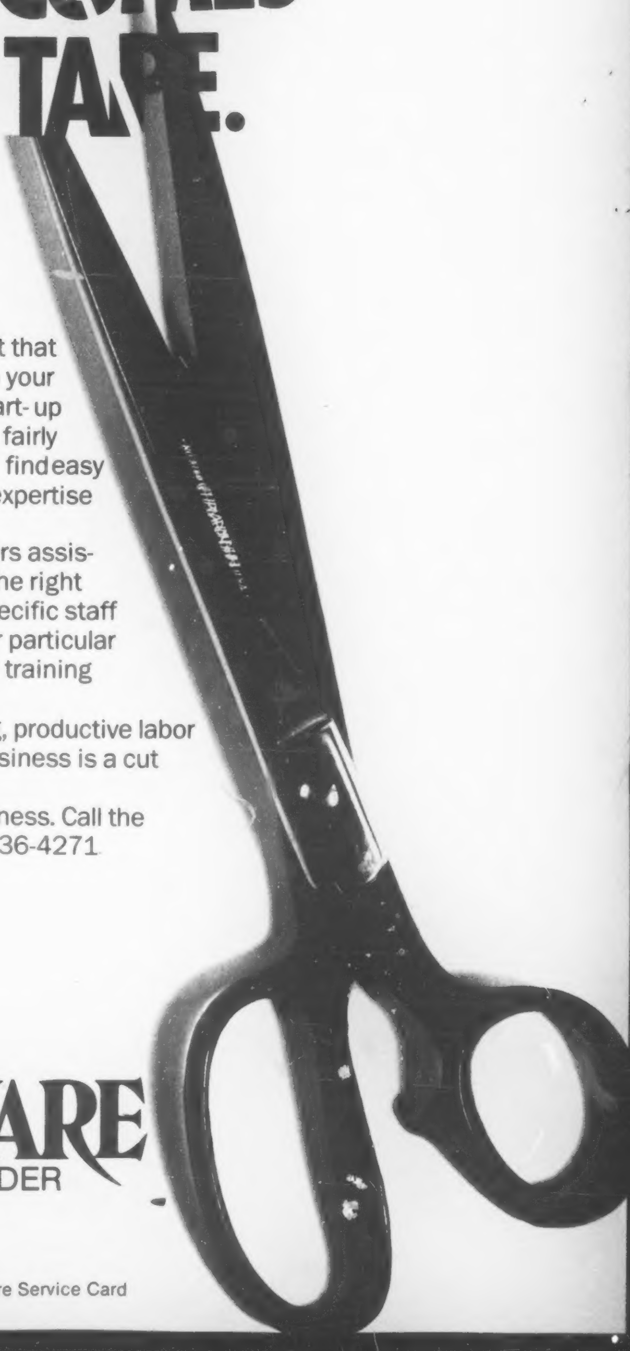
Wolfensberg, Daniel W., Dir.
Forward Central Del. Comm.
Ste. 2 B, Treadway Twrs., 19901
302/678-3028

Hockersmith, Paul J., C.I.D.
Econ. Dev. Mgr.
Delmarva Power & Light Co.
800 King St., P.O. Box 231,19899
302/429-3160

Wilmington

Burawski, Donald V., Pres.
New Castle Cty. Econ. Dev. Corp.
1 Commerce Ctr., Ste. 500, 19801
302/656-5050

IN DELAWARE, WE CAN CUT IT WHEN IT COMES TO RED TAPE.



In a new location, a government that cuts the confusion is crucial to your business. In Delaware, we simplify the start- up process by making decisions quickly and fairly with a minimum of red tape. In fact, you'll find easy access to the key decision-makers with expertise in your area of business.

The Delaware Development Office offers assistance such as facilitating contacts with the right government officials, determining the specific staff and skill requirements necessary for your particular business, and arranging recruitment and training services suited to your specifications.

Add a strategic location, and a growing, productive labor force, and you'll discover Delaware for business is a cut above the rest.

Find out more about Delaware for business. Call the Delaware Development Office at (302) 736-4271.

DELAWARE
SMALL WONDER

Circle 26 on Brochure Service Card

LABOR POOL

In Broward County, Florida, there are two kinds of pools. You can swim in the first kind, and you can select skilled, enthusiastic workers from the other.

That's only a part of the reason South Florida's Broward County is one of the fastest growing and most desirable metropolitan areas in the nation. We're also committed to building a community where your business can grow while your family enjoys the kind of lifestyle you've always wanted for them.

For information about why more businesses are moving to Broward, call James A. Garver, President, Broward Economic Development Board, at (305) 524-3113 or write to One East Broward Boulevard, Suite 1604, Fort Lauderdale, FL 33301.

We're Building A Future
For Your Family. And Your Business.

Broward County, Florida

Circle 27 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:

- Industrial revenue bonds for headquarters, warehouse/distribution, manufacturing, R&D parks, pollution control, etc.
- Tax incentives for creation of jobs & industrial investment
- Funds to build or improve roads for industry in specific areas
- Long-term financing for small business through Florida First Capital Finance Corp.
- Special state & local vocational/technical job training for industry
- Machinery & equipment sales tax exemptions for manufacturing
- Free port law
- Local option abatement of ad valorem taxes up to a ten-year period
- University-related R&D parks
- Eight foreign trade zones
- No state property tax
- No corporate franchise tax
- Repealed services tax
- No personal income tax

Tax rates:

Corporate income tax	5.5% of adjusted federal income apportioned to Florida by weighted formula with $5,000 exemption
Personal income tax	none
Property tax	varies locally
Sales tax	6%
Incorporation tax	graduated
Franchise tax	none
Inventory tax	none
Gasoline tax	$.097/gal. (Optional local taxes $.01 — $.06 additional)

Advanced education facilities:

Four-year colleges & universities	118
Two-year community colleges	28
Vocational & business schools	384

Medical facilities:

Hospitals	274
Clinics	NA

Labor analysis:

Civilian Labor force	5,902,000
High school graduates	81,508

For additional labor market information, contact Dept. of Labor & Employ. Security, Bureau of Labor Market Information, 203 Marathon Building, Tallahassee, FL 32399-2000

Office of the Sec'y: 904/488-4398
Div. of Labor Employ. & Training: 904/488-7228
Bureau of Labor Market Information: 904/488-1048
Div. of Unemploy. Comp.: 904/488-6093
Div. of Workers' Comp.: 904/488-2514

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
FLORIDA	9,740.0	11,740.6
Boca Raton	49.5	60.7
Boynton Beach	35.6	NA
Bradenton	30.2	38.0
Cape Coral	32.1	49.0
Clearwater	85.5	100.9
Coral Gables	43.2	42.7
Coral Springs	37.3	NA
Daytona Beach	54.2	60.8
Deerfield Beach	39.2	NA
Delray Beach	34.3	46.7
Dunedin	30.2	NA
Fort Lauderdale	153.3	155.8
Fort Myers	36.6	41.4
Fort Pierce	33.8	38.6
Gainesville	81.4	85.2
Hallandale	36.5	NA
Hialeah	145.3	167.0
Hollywood	117.2	127.0
Jacksonville	540.9	608.5
Lakeland	47.4	65.5
Lake Worth	27.0	NA
Largo	59.0	65.8
Lauderdale Lakes	25.4	NA
Lauderhill	37.3	NA
Margate	36.0	NA
Melbourne	46.5	58.2
Miami	346.9	385.9
Miami Beach	96.3	98.9
Miramar	32.8	NA
North Miami	42.6	44.3
North Miami Beach	36.5	NA
Ocala	37.2	47.0
Orlando	128.4	149.5
Palm Bay	NA	39.0
Panama City	33.3	37.3
Pembroke Pines	35.8	NA
Pensacola	57.6	65.6
Pinellas Park	32.8	NA
Plantation	48.5	55.0
Pompano Beach	52.6	69.2
Riviera Beach	26.6	NA
St. Petersburg	236.9	246.3
Sarasota	48.9	54.7
Sunrise	39.7	NA
Tallahassee	81.5	121.2
Tamarac	29.1	NA
Tampa	271.5	290.0
Titusville	31.9	41.6
West Palm Beach	62.5	71.7

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Bradenton	148.4	180.5
Daytona Beach	258.8	325.1
*Fort Lauderdale-Hollywood-Pompano Beach	1,018.0	1,167.8
Fort Myers-Cape Coral	205.3	279.0
Fort Pierce	151.2	207.1
Fort Walton Beach	109.9	142.6
Gainesville	151.3	199.3
Jacksonville	737.5	851.7
Lakeland-Winter Haven	321.7	373.9
Melbourne-Titusville-Palm Bay	273.0	361.7
*Miami-Hialeah	1,626.0	1,785.0
Naples	85.8	123.5
Ocala	122.5	172.6
Orlando	700.7	899.5
Panama City	97.7	120.2
Pensacola	289.8	340.3
Sarasota	202.3	251.2
Tallahassee	159.5	216.6
Tampa-St. Petersburg-Clearwater	1,614.0	1,916.2
West Palm Beach-Boca Raton-Delray Beach	573.1	760.7

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
FLORIDA	526.6	40.2	8.14
Fort Lauderdale-Hollywood-Pompano Beach	45.1	41.4	8.06
Jacksonville	5.7	41.1	8.92
Lakeland-Winter Haven	21.4	41.7	8.11
Miami-Hialeah	93.1	38.2	7.19
Orlando	53.4	39.7	8.63
Pensacola	11.4	40.2	9.87
Tampa-St. Petersburg-Clearwater	89.5	40.5	7.71
West Palm Beach-Boca Raton-Delray Beach	36.4	40.4	9.18

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	334.6	NA	NA
MANUFACTURING	515.2	41.3	7.86
DURABLE GOODS	308.5	42.4	7.94
Lumber & wood prods.-SIC 24	27.0	39.0	6.83
Furniture & fixtures-SIC 25	13.1	40.5	6.13
Stone, clay & glass prods.-SIC 32	23.8	47.9	8.42
Primary metal industries-SIC 33	5.2	42.7	9.04
Fabricated metal products-SIC 34	36.1	44.0	7.37
Machinery, except electrical-SIC 35	45.3	41.8	8.35
Electrical & electronic equip.-SIC 36	78.4	44.5	8.37
Transportation equipment-SIC 37	56.4	38.6	9.22
Instruments & related prods.-SIC 38	14.5	40.9	7.66
Misc. mfg. inds.-SIC 39	8.7	40.0	5.79

FLORIDA

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
FLORIDA	5,961.6	295.9	5.0
Daytona Beach	147.8	6.4	4.3
Fort Lauderdale-Hollywood-Pompano Beach	618.8	24.4	3.9
Fort Myers-Cape Coral	140.3	5.1	3.6
Gainesville	109.1	3.3	3.0
Jacksonville	453.9	22.7	5.0
Lakeland-Winter Haven	177.4	15.3	8.6
Melbourne-Titusville-Palm Bay	177.9	8.2	4.6
Miami-Hialeah	924.1	50.0	5.4
Orlando	574.2	24.1	4.2
Pensacola	153.1	8.5	5.6
Sarasota	116.7	3.8	3.3
Tallahassee	127.4	4.7	3.7
Tampa-St. Petersburg-Clearwater	971.3	43.9	4.5
West Palm Beach-Boca Raton-Delray Beach	402.2	20.6	5.1

*preliminary figures

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	410	22,800
Portland	3,100	144,200
Clays	636	43,599
Gem stones	NA	W
Peat	295	5,325
Sand & gravel:		
Construction	30,300	95,200
Industrial	2,100	11,500
Stone (crushed)	69,200	290,600
Combined value of lime, phosphate rock, rare-earth metal concentrates, staurolite, titanium concentrates (ilmenite and rutile), zircon concentrates, and value indicated by symbol W		837,299
Total 1986 (preliminary)		1,450,523

* thousand short tons

w withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Daytona Beach	58	81	900	2878
Fort Lauderdale	66	82	254	3933
Fort Myers	63	83	441	3699
Fort Pierce	63	81	500	3352
Gainesville	56	81	1069	2856
Hialeah	66	82	284	3815
Jacksonville	53	81	1402	2520
Key West	69	85	114	4756
Lakeland	61	82	618	3461
Melbourne	62	81	607	3225
Miami Beach	68	83	133	4150
Miami	67	82	199	4095
Orlando	61	82	656	3401
Pensacola	52	82	1571	2680
Pompano Beach	67	82	243	3957
St. Petersburg	62	83	545	3686
Tallahassee	52	81	1652	2492
Tampa	60	82	739	3324
Titusville	60	82	712	3184
West Palm Beach	65	82	262	3769

Area Wage Survey

Average straight-time hourly earnings

	Daytona Beach 8/86	Jacksonville 12/85	Miami 10/86	Gainesville 9/86
Office, professional, & technical				
Payroll clerks $	7.14	7.04	8.22	7.13
Accounting clerks	6.72	7.14	7.75	7.05
File clerks	NA	4.78	5.52	4.85
Typists	NA	5.57	6.45	NA
Key entry operators	5.73	6.88	7.11	NA
Secretaries	8.71	8.51	8.94	7.98
Stenographers	NA	10.52	NA	NA
Swtichbd opr-receptionists	5.67	5.68	6.00	5.48
Word processors	7.16	7.36	7.87	6.56
Drafters	10.50	9.29	9.88	9.22
Electronics technicians	10.71	9.18	13.90	11.75
Computer operators	7.89	8.47	9.25	7.49
Computer programmers (business)	NA	12.44	14.26	NA
Computer systems analysts	NA	15.92	17.41	14.38
Maintenance & powerplant				
Carpenters	NA	NA	8.79	NA
Electricians	11.68	13.55	11.24	NA
Engineers, stationary	NA	13.52	NA	NA
Machinists	NA	14.00	11.32	NA
Mechanics (machinery)	12.37	11.84	11.72	NA
Tool & die makers	NA	NA	NA	NA
Custodial & material movement				
Guards	3.95	4.15	5.01	NA
Janitors, porters & cleaners	4.66	3.88	4.28	4.65
Laborers, material handling	NA	7.90	6.11	6.13
Shippers & receivers	8.37	7.11	7.31	NA
Truckdrivers	8.67	8.52	8.88	11.29
Forklift operators	5.66	9.82	6.88	NA

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Boca Raton — 4e, 19g
Boynton Beach — 4e
Bradenton — 4e
Clearwater — 5e, 2g
Coral Gables — 4e, 1g
Coral Springs — 4e
Daytona Beach — 4e, 3g
Deerfield Beach — 4e
Delray Beach — 4e
Dunedin — 5e, 2g
Fort Lauderdale — 4e, 19g
Fort Myers — 4e
Fort Pierce — 7eg
Gainesville — 9e, 8g
Hallandale — 4e, 1g
Hialeah — 4e, 1g
Hollywood — 4e, 19g
Jacksonville — 12e, [illegible]g
Lakeland — 14e, 3g
Lake Worth — 15e
Largo — 5e, 2g
Lauderdale Lakes — 4e
Lauderhill — 4e
Margate — 4e
Melbourne — 4e, 1g
Merritt Island — 4e, 1g
Miami — 4e, 1g
Miami Beach — 4e, 19g
Miramar — 4e, 1g
North Miami — 4e, 1g, 19g
North Miami Beach — 4e, 1g, 19g
Ocala — 16e, 10g
Orlando — 17e, 3g
Panama City — 11e, 10g
Pembroke Pines — 4e
Pensacola — 11e, 18g
Pinellas Park — 5e
Plantation — 4e
Pompano Beach — 4e, 19g
Riviera Beach — 4e
St. Petersburg — 5e, 3g
Sarasota — 4e, 20g
Sunrise — 4e
Tallahassee — 21eg
Tamarac — 4e
Tampa — 22e, 19g
Titusville — 4e, 1g
West Palm Beach — 4e, 6g

1. City Gas Co. of Florida
955 E. 25th St., Hialeah 33013
2. Clearwater Gas System
P.O. Box 4749, Clearwater 33518-4749

3. Florida Gas Transmission Co.
   1200 Travis St., P.O. Box 1188,
   Houston, TX 77001
4. Florida Power & Light Co.
   9250 W. Flagler St., Miami 33174
5. Florida Power Corp.
   3201 34th St. S., Box 14042
   St. Petersburg 33733
6. Florida Public Utilities Co.
   401 S. Dixie Hwy., Drawer C,
   W. Palm Beach 33402
7. Fort Pierce Util. Auth., Elec. Dept.
   206 S. 6th St., Box 3191
   Fort Pierce 33448;
   Fort Pierce Util. Auth., Gas Dept.
   101 Avenue C, Box 3191, Fort Pierce 33448
8. Gainesville Gas Co.
   530 W. University Ave., Gainesville 32601
9. Gainesville Regional Utilities
   P.O. Box 490, Station 16, Gainesville 32602
10. Gulf Natural Gas Co.
    301 Maple Ave., Panama City 32401
11. Gulf Power Co.
    500 Bayfront Pkwy., Box 1151
    Pensacola 32520-1151
12. Jacksonville Electric Authority
    233 W. Duval, Box 53015
    Jacksonville 32202
13. Key West Utility Bd.
    1001 James St., P.O. Box 6100
    Key West 33040
14. Lakeland Dept. of Elec. & Water Utilities
    1000 E. Parker St., Lakeland 33801
15. Lake Worth Utilities
    114 College St., Lake Worth 33460
16. Ocala Electric Utility
    P.O. Box 1270, Ocala 32678
17. Orlando Utilities Comm.
    500 S. Orange Ave., Box 3193
    Orlando 32802
18. Pensacola, Energy Services of
    1625 Atwood Dr., Pensacola 32504
19. Peoples Gas System, Inc.
    215 E. Madison St., P.O. Box 2562,
    Tampa 33601
20. Southern Gas Co.
    1565 State St., Sarasota 33578
21. Tallahassee Electric Dept.
    300 S. Adams St., Tallahassee
    32301; Tallahassee Munic. Gas
    System, 2602 Jackson Bluff Rd.,
    Tallahassee 32304
22. Tampa Electric Co.
    702 N. Franklin St., P.O. Box 111
    Tampa 33601

Utility serving cities under 25,000:

Seminole Elec. Co-op, Inc.
William Walbridge, Gen. Mgr.
P.O. Box 272000, Tampa 33688
813/963-0994

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Boca Raton 3, 4 (Ft. Lauderdale)
Boynton Beach 3, 4 (West Palm Beach)
Bradenton 3 (Sarasota)
Cape Coral (Ft. Myers)
Clearwater 3 (St. Petersburg)
Coral Gables 3 (Miami)
Coral Springs (Ft. Lauderdale)
Daytona Beach 4, 20, 30, 36, 37, 39, 41, 63
Deerfield Beach 3, 4 (Ft. Lauderdale)
Delray Beach 3, 4 (W. Palm Beach)
Dunedin 3 (St. Petersburg)
Fort Lauderdale 3, 4, 7, 16, 17, 20, 29, 30, 32, 34, 37, 39, 41, 47, 58, 59, 63-66, 71-74, 78
Fort Myers 3, 20, 21, 34, 37, 41, 42, 47, 58, 59, 72-74
Fort Pierce 4, 39
Gainesville 3, 38, 41, 42, 63, 64
Hallandale 3, 4 (Ft. Lauderdale)
Hialeah 3, 4 (Miami)
Hollywood 3, 4 (Fort Lauderdale)
Jacksonville 3-6, 20, 34, 37, 41, 42, 63, 64, 72-74
Lakeland 3 (Tampa)
Lake Worth 3, 4 (W. Palm Beach)
Largo 3 (St. Petersburg)
Lauderdale Lakes (Ft. Lauderdale)
Lauderhill (Ft. Lauderdale)
Margate (Ft. Lauderdale)
Melbourne 4, 20, 36, 37, 39, 41, 42, 64
Merritt Island (Melbourne)
Miami 3, 4, 6-15, 17, 19, 20, 22-28, 30-34, 37, 40-42, 44-49, 51-59, 61-65, 67-77
Miami Beach (Miami)
Miramar (Ft. Lauderdale)
No. Miami 4 (Miami)
No. Miami Beach 4 (Miami)
Ocala 3 (Gainesville)
Orlando 3, 18, 20, 21, 25, 27, 34, 35, 37, 39, 41, 42, 44, 47, 50, 58, 59, 61, 63, 64, 66, 72-74
Panama City 1, 35, 38, 43, 59
Pembroke Pines (Ft. Lauderdale)
Pensacola 2, 3, 34, 35, 37, 41, 60, 63, 64
Pinellas Park 3 (St. Petersburg)
Plantation Park (Ft. Lauderdale)
Pompano Beach 3, 4 (Ft. Lauderdale)
Riviera Beach 3, 4 (W. Palm Beach)
St. Petersburg 3, 20, 47
Sarasota 3, 16, 20, 30, 34, 36, 37, 41, 42, 47, 59, 72, 73
Tallahassee 3, 37, 38, 41-43, 63, 64
Tamarac (Ft. Lauderdale)
Tampa 3, 11, 13, 20, 25, 27, 30, 31, 34, 35, 37, 41, 42, 47, 58, 59, 61, 63, 64, 72-74
Titusville 4 (Orlando)
West Palm Beach 3, 4, 7, 15, 20, 30, 34, 37, 41, 42, 47, 58, 59, 63, 64, 72-74

Railroads

1. Atlanta & St. Andrews Bay Railway
2. Burlington Northern R.R. Co.
3. CSX Transportation, Inc.
4. Florida East Coast Railway Co.
5. Illinois Central Gulf R.R. Co.
6. Norfolk Southern Corp.

Airlines

7. Aero Coach Avia Intl.
8. Aerolineas Argentinas
9. AeroMexico
10. Aeroperu
11. Air Canada
12. Air France
13. Air Jamaca
14. Air Panama Int'l
15. Air South
16. Air Sunshine
17. Airways Int'l
18. Allegheny Commuter
19. ALM-Antillean
20. American
21. American Trans Air
22. Avensa
23. Avianca
24. Aviateca
25. Bahamasair
26. Braniff
27. British Airways
28. BWIA Int'l
29. Canadian Airlines Intl. Ltd.
30. Caribbean Express
31. Cayman Airways
32. Chalks Int'l
33. Challenge Air Intl.
34. Continental
35. Continental Express-Air New Orleans
36. Continental Express-Presidential Airways
37. Delta
38. Delta Connection-Atlantic Southeast
39. Delta Connection-Comair
40. Dominicana
41. Eastern
42. Eastern Express-Bar Harbor
43. Eastern Express-Metro
44. Ecuatoriana
45. El Al
46. Faucett
47. Florida Express
48. Guyana Airways
49. Iberia
50. Icelandair
51. Lasca
52. Ladeco-Linea Aerea Del Cobre
53. Lan Chile S.A.
54. LAP
55. Lloyd Aereo Boliviano
56. Lufthansa
57. Mexicana
58. Midway Airlines, Inc.
59. Northwest
60. Northwest Airlink
61. Pan American
62. PBA-Provincetown-Boston
63. Piedmont
64. Piedmont Regional-Henson
65. Pro Air Services
66. Suncoast Airlines
67. Surinam Airways
68. Taca SA
69. Tan
70. Tropical Airways
71. Tropical Helicopter
72. TWA
73. United
74. USAir
75. Varig
76. Viasa
77. Virgin Atlantic Airways
78. Walkers Int'l

DEVELOPMENT COUNSELORS:

State Development Agency

Bush, Jeb, Secy. of Comm.
Florida Dept. of Comm.
501 Collins Bldg., Tallahassee, 32399-2000
904/488-3104

NOTE: Please be advised that some (305) area codes in Florida have been changed to (407) and have not been corrected in this section.

Areas & Others

Chipley
Ellis, O. L., Jr., Exec. Dir.
Washington Cty. Chamber of Comm.
P.O. Box 457, 32428
904/638-4157 or 4673

Cocoa
McCauley, John, Exec. Dir.
Brevard Econ. Dev. Council
1519 Clearlake Road, 32922
305/632-1740, ext. 4790

Coral Springs
David, Robert G., Dir.
City of Coral Springs
9551 W. Sample Rd., 33065
305/344-1075

Daytona Beach
Richmond, David, Exec. Dir.
Volusia Cty. Bus. Dev. Corp.
101 Corsair Dr., Ste. 103, 32014
904/255-8888

Fort Lauderdale
Garver, James A., Pres.
Frey, Michael V., Sr. V.P.
Broward Econ. Dev. Bd.
1 E. Broward Blvd., Ste. 1604, 33301
305/524-3113

Ft. Myers
Potter, Andre W., Exec. Dir.
Lee County Ind. Dev. Auth.
P.O. Drawer 910, 33902
813/335-2346

Ft. Walton Beach
Olson, Donna, Dir.
Committee of 100
Okaloosa County, Inc.
81 Beal Pkwy., S.E. 32548
904/243-5812

Gainesville
Olin, James, Dir.
Area Chamber of Comm.
P.O. Box 1187, 32602
904/372-4305

Jacksonville
Nash, Lamar, V. P.
Bellemead Dev. of Florida, Inc.
6622 Southpoint Dr. S., 32216
904/737-1088

Kissimmee
McCarty, William L., Mgr.
Osceola Cty. Comm. of 100
320 E. Monument Ave., 32741
305/847-3174

Lakeland
Thrasher, Richard
Committee of 100
Lakeland Chamber of Comm.
P.O. Box 3538, 33802
813/687-3788

Largo
Castoro, William M., Exec. Dir.
Pinellas Cty. Ind. Council
2300 Tall Pines Dr., Ste. 113
P.O. Box 1491, 34649
813/539-0200

Miami
Haley, John H., Jr., Exec. Dir.
Dade Cty. Ind. Dev. Auth.
Airport Exec. Tower #2
7270 N.W. 12th St., Ste. 160, 33126
305/591-9881

Orange Park
DeLand, Paul, Exec. Dir.
Clay Cty. Econ. Dev. Council
1718 Kingsley Dr., 32073
904/264-7373

Orlando
Lamsems, David
Orlando Central Park
7101 Lake Ellenor Dr., 32809
305/855-7972
Harris, Roy L., Jr., Pres.
Ind. Div. Cmsn. of Mid-Fla., Inc.
P.O. Box 2144, 32802
305/422-7159
Zepp, Butch, Sales Dir.
Southeastern Investment Properties
933 Lee Rd., Ste. 400, 32810
407/629-6660

Palm Coast
Nye, Avery, Dir., Ind. Dev.
ITT/CDC - Palm Coast
1 Corporate Dr., 32051
904/445-2672

Pensacola
McLemore, Harry K., C.I.D., Exec. Dir.
Pensacola-Escambia Dev. Cmsn.
803 N. Palifox St., 32501
904/433-3065
Whalen, Beth, Staff V.P.
Pensacola Area Chamber of Comm.
P.O. Box 550, 32593
904/438-4081

Sebring
Neale, Betty, Exec. Dir.
Highland Cty. Office of Econ. Dev.
P.O. Box 1678, 33871
813/385-1025

St. Petersburg
Schons, Edward L., Econ. Dev. Mgr.
Florida Power Corp.
P.O. Box 14042, 33733
813/866-5211

Tampa
Daigle, D. James, Exec. Dir.
Tampa Committee of 100
801 E. Kennedy Blvd., 33602
813/228-7777

ATLANTA
GEORGIA

STATE INFORMATION:

Assistance to industry:
- Building location
- Site location
- Industrial revenue bonds
- Tax incentives
- Production worker training
- 90-day, one-stop fed. & state environ. permitting

Tax rates:

Corporate income tax	6%
Personal income tax	1%-6%
Sales tax	3%-5%
Incorporation tax	based on net worth (min. $10, max. $5,000)
Franchise tax	function of apportioned net worth; maximum tax is $5,000
Inventory tax	varies by county
Gasoline tax	7½% per gal.

Advanced education facilities:

Four-year colleges & universities	38
Two-year or junior colleges	23
Vocational & technical schools	33

Medical facilities:

Hospitals	221

Labor analysis:

Civilian labor force	3,014,000
High-school grads	58,654 per year

For additional labor market information, contact Georgia Dept. of Labor, Labor Information Systems, 254 Washington St., S.W., Atlanta, GA 30334, 404/656-3178

Environment controls:

Air & water pollution: Environ. Protection Div., Dept. of Natural Resources, 270 Washington Street, S.W., Atlanta, GA 30334, 404/656-4713

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
GEORGIA	5,464.3	6,124.0
Albany	73.9	85.3
Athens	42.5	43.6
Atlanta	425.0	445.0
Augusta	47.5	47.4
Columbus	169.4	177.6
East Point	37.5	NA
Macon	116.9	120.7
Marietta	30.8	42.4
Rome	29.7	NA
Savannah	141.6	149.9
Valdosta	37.6	NA
Warner Robins	39.9	45.3

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Albany	112.7	118.9
Athens	130.0	143.0
Atlanta	2,138.0	2,543.2
Augusta, GA/SC	327.4	390.8
Chattanooga, TN/GA	426.5	433.7
Columbus, GA/AL	239.2	248.1
Macon-Warner-Robbins	264.0	282.7
Savannah	230.7	238.5

LABOR:

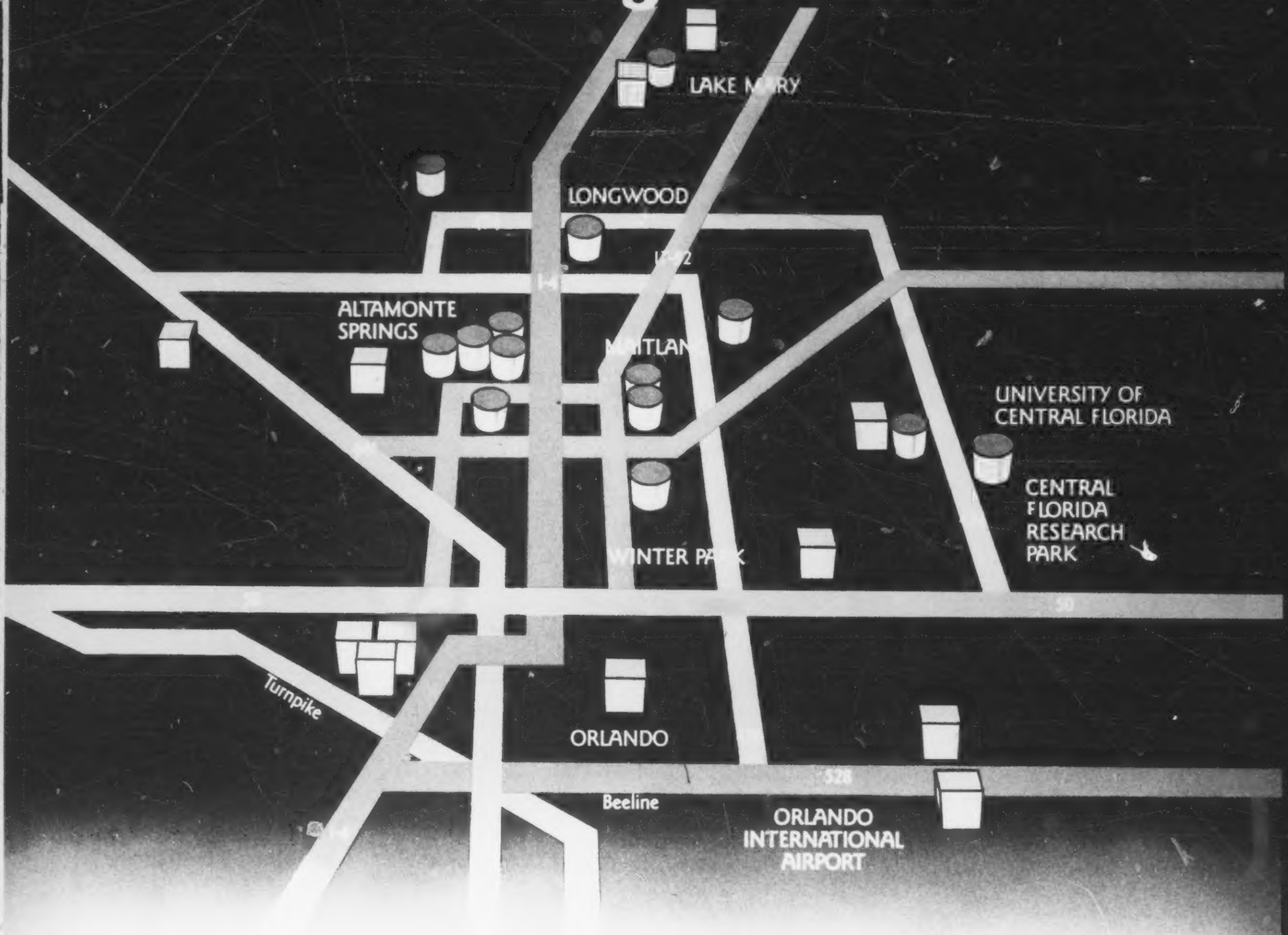
Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
GEORGIA		
572.7	42.6	8.48
Atlanta		
192.0	42.4	10.17
Savannah		
17.2	45.3	11.02

*preliminary figures for production workers

Addressing The Future


LAKE MARY
LONGWOOD
I-4
17-92
ALTAMONTE SPRINGS
MAITLAN
WINTER PARK
UNIVERSITY OF CENTRAL FLORIDA
CENTRAL FLORIDA RESEARCH PARK
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Turnpike
ORLANDO
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North Point	QUADRANGLE Commerce Center
33rd Street Industrial Park	Sabal Center
Orlando North Industrial Park	933 Building
International Corporate Park	Southern Security Life
The QUADRANGLE	Lucien Green
All American Boulevard	Interlachen Office Center
Oxford Commerce Center	Crane's Roost
Centre Point Commerce Park	100 Technology Park
East Colonial Commerce Center	

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Developer/Broker
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Let Us Show You The Central Florida We Know.

Circle 28 on Brochure Service Card

15

Area Wage Survey

Average straght-time hourly earnings

	Atlanta 5/86
Office, professional, & technical	
Payroll clerks	$ 8.04
Accounting clerks	7.90
File clerks	6.13
Typists	6.88
Key entry operators	7.09
Secretaries	10.41
Switchbd opr-recept's	6.56
Word processors	8.59
Drafters	10.77
Electronics technicians	13.58
Computer operators	9.81
Computer programmers	13.68
Computer systems analysts	17.06
Maintenance & powerplant	
Carpenters	13.50
Electricians	14.31
Engineers, stationary	12.51
Machinists	14.87
Mechanics (machinery)	11.18
Tool & die makers	14.03
Custodial & material movement	
Guards	5.49
Janitors, porters & cleaners	4.50
Laborers, mat'l handling	8.25
Shippers & receivers	9.44
Truckdrivers	8.90
Forklift operators	9.14

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	145.6	NA	NA
MANUFACTURING	554.3	40.6	8.02
DURABLE GOODS	217.6	42.0	8.96
Lumber & wood prods.-SIC 24	35.3	41.1	5.99
Furniture & fixtures-SIC 25	11.9	39.3	5.75
Stone, clay, & glass prods.-SIC 32	19.7	41.4	8.43
Primary metal industries-SIC 33	16.5	40.7	8.81
Fabricated metal products-SIC 34	20.6	43.0	8.08
Machinery, except electrical-SIC 35	25.6	41.0	9.31
Electrical & electronic equip.-SIC 36	27.0	44.9	9.80
Transportation equipment-SIC 37	48.8	43.3	13.14

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
GEORGIA	3,082.5	155.9	5.1
Albany	55.9	4.6	8.3
Athens	74.6	3.0	4.0
Atlanta	1,451.5	64.6	4.4
Augusta	174.8	8.9	5.1
Columbus	98.2	5.7	5.8
Macon-Warner Robins	127.2	6.0	4.7
Savannah	108.2	6.1	5.6

*preliminary figures

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Albany	49	81	2062	2396
Athens	42	79	2965	1680
Atlanta	42	79	3021	1670
Augusta	45	81	2568	1935
Columbus	46	81	2356	2152
Macon	47	81	2279	2217
Rome	42	78	3122	1601

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	9,508	652,922
Gem stones	NA	W
Sand & gravel:		
Construction	5,400	14,600
Industrial	600	6,100
Stone:		
Crushed	56,400	289,200
Dimension	199	20,678
Talc and pyrophyllite	15	140
Combined value of barite, cement, feldspar, iron oxide pigments (crude), kyanite, mica (scrap), peat, and values indicated by symbol W		79,402

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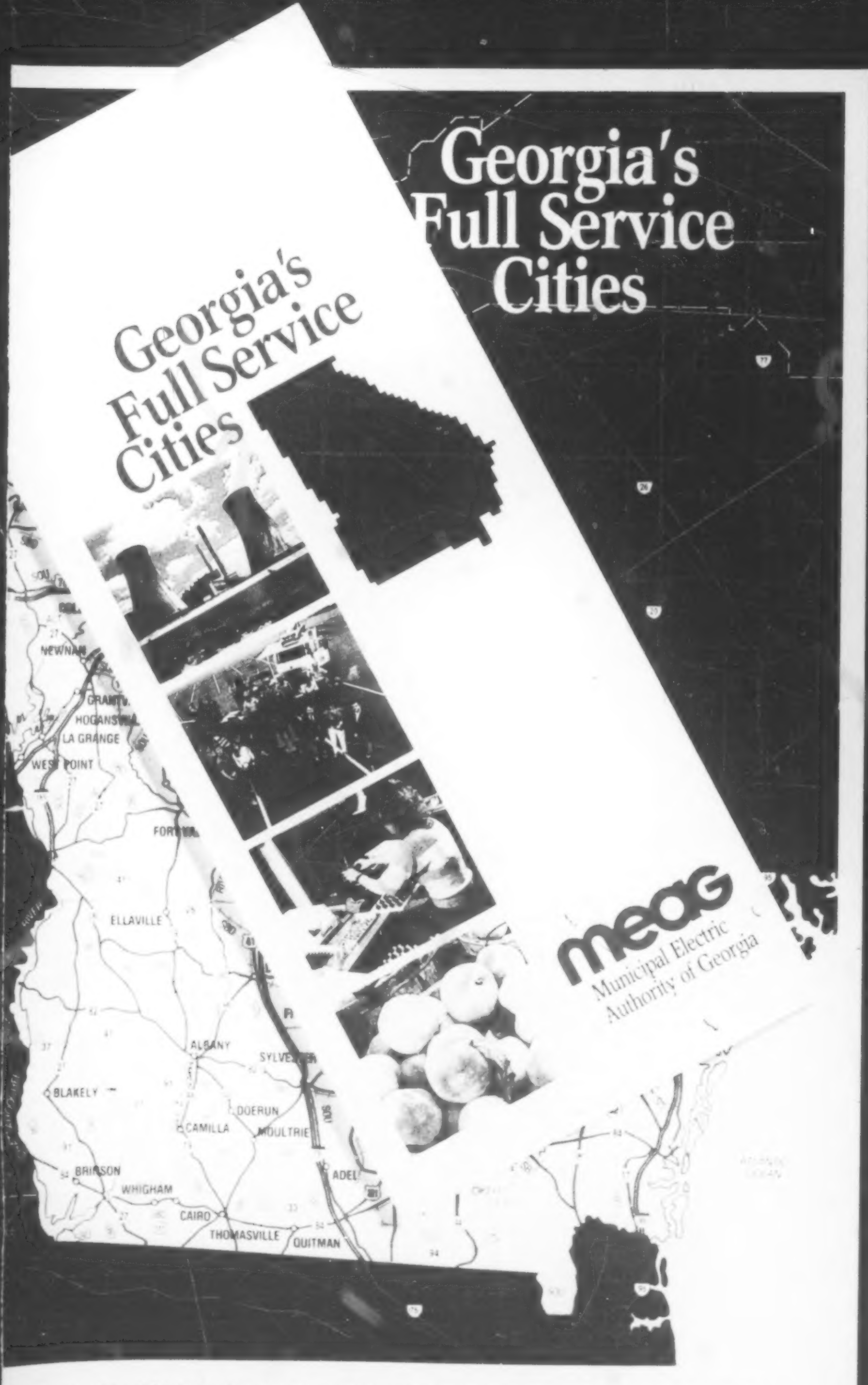
Atlanta Gas Light Company
Georgia Natural Gas Company – Savannah Gas Company

Circle 29 on Brochure Service Card

Georgia's Full Service Cities And How To Find Them.


Georgia's Full Service Cities
Georgia's Full Service Cities
meag
Municipal Electric Authority of Georgia
NEWNAN
GRANTVILLE
HOGANSVILLE
LA GRANGE
WEST POINT
FORSYTH
ELLAVILLE
ALBANY
SYLVESTER
BLAKELY
DOERUN
CAMILLA
MOULTRIE
BRINSON
WHIGHAM
ADEL
CAIRO
THOMASVILLE
QUITMAN

Adel•Albany•Barnesville•Blakely•Brinson•Buford•Cairo•Calhoun•Camilla•Cartersville•College Park•Commerce•Covington•Crisp County•Doerun•Douglas•East Point
Elberton•Ellaville• Fairburn•Fitzgerald•Forsyth•Fort Valley• Grantville•Griffin•Hogansville•Jackson•LaFayette•LaGrange•Lawrenceville•Mansfield•Marietta
Monroe•Monticello•Moultrie•Newnan•Norcross•Oxford•Palmetto•Quitman•Sandersville•Sylvania•Sylvester•Thomaston•Thomasville•Washington•West Point• Whigham

Circle 30 on Brochure Service Card

Finding the right home for your new plant or industry takes careful planning and consideration. And you want to look closely at all of the options... all of the possibilities.

There are 48 Full Service Cities throughout Georgia, each with its own unique identity, charm, and possibilities, yet each is identical in one very important way.

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For a closer look at Georgia's Full Service Cities, write or call Daniel Hull, MEAG's Manager of Economic Development, and ask for your free copy of our guide to Georgia's Full Service Cities.

Georgia's
Full Service
Cities

The Communities Of
meag

MUNICIPAL ELECTRIC AUTHORITY OF GEORGIA
1470 Riveredge Parkway, N.W.
Atlanta, Georgia 30328, (404) 952-5445

GEORGIA

Total 1986 (preliminary) 1,063,042

* thousand short tons

W withheld to avoid disclosing company proprietary data

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

e = electric g = gas

Albany — 1eg, 6e
Athens — 6e, 2g
Atlanta — 6e, 2g
Augusta — 6e, 2g
Columbus — 6e, 9g
East Point — 4e, 6e, 2g
Macon — 6e, 2g
Marietta — 6e, 7e, 2g, 3g
Rome — 6e, 2g
Savannah — 8e, 2g
Valdosta — 6e, 2g
Warner Robins — 5e, 10g

1. Albany Water, Gas & Light Cmsn.
   207 Pine Ave., Albany 31703
2. Atlanta Gas Light Co.
   235 Peachtree St., N.E., P.O. Box 4569, Atlanta 30302
3. Austell Natural Gas System
   2838 Washington St., Austell 30001
4. East Point Electric Utilities Dept.
   City Hall Annex, East Point 30344
5. Flint Electric Membership Corp.
   P.O. Box 308, Reynolds 31076
6. Georgia Power Co.
   333 Piedmont Ave., N.E., Atlanta 30308
7. Marietta Bd. of Lights & Water Wks.
   205 Lawrence St., Marietta 30060
8. Savannah Elec. and Power Co.
   600 Bay St. E., Savannah 31402
9. United Cities Gas Co.
   5300 Maryland Way, Brentwood, TN 37027
10. Warner Robins City Gas System
    700 Watson Blvd., Warner Robins 31093

Utility serving cities under 25,000:

Oglethorpe Power Corp.
F.F. (Bud) Stacy, Jr., Mgr.
2100 E. Exchange Pl., Box 1349
Tucker 30085
404/496-7600

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albany 1, 3, 13, 16
Athens 1, 3, 26
Atlanta 1-10, 12-25, 27-31
Augusta 1, 3, 12, 13, 16, 25, 26
Columbus 1-3, 12, 13, 16
East Point 1, 3 (Atlanta)
Macon 1-3, 13, 16
Marietta 1 (Atlanta)
Rome 3 (Atlanta)
Savannah 1, 3, 6, 11, 12, 14, 25, 30
Valdosta 1-3, 13
Warner Robins 3 (Macon)

Railroads

1. CSX Transportation, Inc.
2. Norfolk Southern Corp.
3. Southern Railway System

Airlines

4. Aeromexico
5. Air Jamaica
6. American
7. Bahamasair
8. British Caledonia
9. Cayman Airways
10. Continental
11. Continental Express-Presidential Airways
12. Delta
13. Delta Connection-Atlantic Southeast
14. Eastern
15. Eastern Express-Atlantis
16. Eastern Express-Metro
17. Japan Air Lines
18. KLM
19. Lufthansa
20. Metro Airlines
21. Midway Airlines, Inc.
22. Midwest Express
23. Northwest
24. Pan American
25. Piedmont
26. Piedmont Commuter-CCAir
27. Sabena
28. Swissair
29. TWA
30. United
31. US Air

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- 23 foot clear ceiling height
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- Interstate 95—one mile
- Savannah International Airport—four miles

72,000 Square Foot Industrial Building

- Suitable for research and development center
- Building on 9.22 acres
- Dock facilities with four overhead doors
- 24 hour time clocks that provide optimum energy conservation
- Protected with 8' chain link fence

122,944 Square Foot Industrial Building

- 25 acres
- Cranes—1 @ 3.5 tons; 5 @ 2.5 tons
- Fully sprinklered
- Rail spur—Norfolk Southern
- Interstate 95—two miles
- Port of Savannah CONTAINERPORT—two miles

Circle 31 on Brochure Service Card

DEVELOPMENT COUNSELORS:

State Development Agency

Berry, George, Cmsr.
Cummings, Pepe, Mktg. Dir., Econ. Dev.
Georgia Dept. of Ind. & Trade
230 Peachtree St., N.W.
P.O. Box 1776, Atlanta, 30301
404/656-3556
404/656-7795

Areas & Others

Atlanta

Pinson, J. L., Dir.
Ind. Dev. Dept.
Norfolk Southern
125 Spring St., S.W., 30303
404/529-1591

Burton, Parks W.
Atlanta Gas Light Co.
P.O. Box 4569, 30302
404/572-0844

Cornell, W, Glen Sr., C.I.D., V.P.
Citizen & Southern Natl. Bank
35 Broad St.
P.O. Box 4899, 30302
404/581-3370

Hull, Daniel, Econ. Dev. Mgr.
Metro Elec. Auth. of Ga. (MEAG)
1470 Riveredge Pkwy., N.W., 30328
404/952-5445

Newland, James T., Reg. Mgr.
Armco Bldg. Sys.,
Bldg. Technologies Corp.
5550 Peachtree Pwy.

Martin, James L., Ind. Dev. Mgr.
Industrial Development Dept.
Georgia Power Company
P.O. Box 4545, 30302
404/526-2586

Stokley, Donald, Pres.
Munic. Elec. Auth. of Ga.
1470 Riveredge Pkwy., 30328
404/952-5445

Cordele

Edenfield, L. M., Exec. Dir.
Cordele/Crisp County I.D.C.
P.O. Box 38, 31015-0038
912/273-9570

Darien

Frank, Betty M., Exec. Dir.
McIntosh Ind. Auth.
P.O. Box 896, 31305
912/437-6659

Douglas County

Jones, David
Development Authority of Douglas County
P.O. Box 395, 30133
404/942-5022

Decatur

Nolan, Nancy, Mgr. Econ. Dev.
DeKalb Chamber of Commerce
750 Commerce Dr., Ste. 201, 30030
404/378-8000

King, Lisa
Development Authority
Clayton Cty. Courthouse, 30236
404/477-3220

Macon

Gatlin, Charles R., C.I.D., Exec. Dir.
Forward Macon, Inc.
P.O. Box 207, 31202-0207
912/741-8017

Marietta

Sund, Roger K., Econ. Dev. Group Mgr.
Cobb Chamber of Comm.
P.O. Box COBB, 30065-2429
404/980-2000

Jennette, Susan, Mktg. Rep.
Marietta Board of Light & Water
P.O. Box 609, 30061
404/429-4262

Savannah

Knowlton, Richard D., Jr.
Pres. & C.E.O.
Savannah Port Authority
P.O. Box 128
42 E. Bay St., 31402

Shea, M. Kevin, V.P., Mktg.
Savannah Econ. Dev. Partnership
P.O. Box 128, 31402-0128
800/722-8044
800/262-8525 (GA)

Spartanburg

Frazer, Jack, V.P., Econ. Dev.
Spartanburg Area C. of C.
P.O. Box 1636, 29304
803/585-8722

Tucker

Riley, Joe, Mktg. Mgr.
Economic Development Dept.
Oglethorpe Power Corp.
P.O. Box 1349, 30085-1349
404/496-7639

MARYLAND-D.C.

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for industrial real estate, machinery, & equipment
- Small business surety bond financing
- Export financing for pre-export working capital and for shipments
- Mortgage guarantees for industrial real estate, machinery, & equip.
- Training assistance
- Foreign trade zones
- Enterprise zones

Tax rates:

Corporate income tax	7%
Personal income tax	2%-5%
Real property tax	$.21/$100
Sales tax	5% (no sales & use tax on mfg. machinery & equipment)
Incorporation tax	none
Franchise tax	none
Personal property tax	none
Inventory tax	none
Gasoline tax	$.185/gal.

Advanced education facilities:

Four-year colleges & universities	36 (+ 19 in D.C.)
Two-year or junior colleges	22
Vocational & business schools	230

Medical facilities:

Hospitals	55
Nursing & related care facilities	201

Labor analysis:

Civilian labor force	2,357,000 (1986)
Public high school graduates	57,440

For additional labor market information, contact Div. of Employ. & Training, 1100 N. Eutaw St., Baltimore, MD 21201, 301/383-5070

Environment controls:

Air pollution: George P. Ferreri, Dir., Air Mgt. Admin., Dept. of the Environ., 201 W. Preston St., Baltimore, MD 21201, 301/225-5235

Noise control: (same as Air Pollution)

Waste management: Ronald Nelson, Dir., Waste Mgt. Admin., Dept. of the Environ., 201 W. Preston St., Baltimore, MD 21201, 301/225-5647

Water pollution: Michael Kanowitz, Dept. of the Environ., 201 W. Preston St., Baltimore, MD 301/225-6300

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
MARYLAND	4,216.4	4,486.3
Annapolis	31.7	34.1
Baltimore	786.8	759.5
Bethesda	78.3	NA
Bowie	33.7	NA
Frederick	27.6	33.9
Gaithersburg	26.4	NA
Hagerstown	34.1	32.9
Rockville	43.8	48.0
DISTRICT OF COLUMBIA	637.7	620.0
Washington	637.7	620.0

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Baltimore	2,200.0	2,306.1
Cumberland, MD/WV	107.8	104.5
Hagerstown	113.1	114.6
Washington, DC/MD/VA	3,251.0	3,544.0
*Wilmington, DE/NJ/MD	524.1	548.3

*Primary Metropolitan Statistical Area (PMSA)

MARYLAND

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MARYLAND	208.2	41.1	10.17
Baltimore MSA	130.9	42.3	10.87
DISTRICT OF COLUMBIA	15.9	NA	NA
Washington, D.C., MSA	85.9	38.6	10.84

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MARYLAND	2,399.9	93.0	4.0
Baltimore	1,156.8	49.1	4.5
DISTRICT OF COLUMBIA	340.3	21.9	6.4
Washington, D.C.	2,137.5	67.8	3.2

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Balti-more 8/86	Wash-ington, DC/MD/VA 3/86
Office, professional, & technical		
Payroll clerks	$ 8.50	8.10
Accounting clerks	7.69	7.85
File clerks	6.64	6.34
Typists	7.46	7.00
Key entry operators	7.31	7.00
Secretaries	9.68	10.19
Stenographers	11.28	NA
Switchbd opr-recept's	6.18	7.30
Word processors	7.94	8.72
Drafters	11.03	9.06
Electronics technicians	13.35	13.55
Computer operators	9.58	9.77
Computer programmers	13.14	14.03
Computer systems analysts	16.96	16.08
Maintenance & powerplant		
Carpenters	12.59	12.52
Electricians	13.90	13.14
Engineers, stationary	13.70	13.73
Machinists	14.13	NA
Mechanics (machinery)	13.14	NA
Tool & die makers	14.00	NA
Custodial & material movement		
Guards	5.45	5.49
Janitors, porters, & cleaners	4.45	4.19
Laborers, mat'l hdlg	7.85	8.41
Shippers & receivers	8.19	8.52
Truckdrivers	10.20	10.64
Forklift operators	9.86	10.84

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	129.0	NA	NA
MANUFACTURING	217.1	40.3	9.73
DURABLE GOODS	115.5	41.9	10.78
Lumber & wood prods.-SIC 24	3.6	40.7	6.98
Furniture & fixtures-SIC 25	3.5	40.5	7.39
Stone, clay, & glass prods.-SIC 32	6.9	44.9	9.22
Primary metal industries-SIC 33	15.8	42.5	13.87
Fabricated metal products-SIC 34	8.6	42.2	9.25
Machinery, except electrical-SIC 35	17.8	40.8	11.33
Electrical & electronic equip.-SIC 36	40.0	41.4	9.30
Transportation equipment-SIC 37	14.3	43.0	12.91
Instruments & related prods.-SIC 38	3.1	40.3	8.50
Misc. mfg. industries-SIC 39	1.9	39.7	7.72

District of Columbia

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	13.3	NA	NA
MANUFACTURING	14.9	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Annapolis (Baltimore)
Baltimore 1, 2, 3, 9, 11, 13-16, 18, 20, 22, 24-28, 30, 33, 36, 37, 39-42, 44
Bethesda (Wash., D.C.)
Bowie 2 (Baltimore)
Cumberland 3, 24
Frederick 3 (Hagerstown)
Gaithersburg 3 (Wash., D.C.)
Hagerstown 2, 3, 5, 11, 39
Rockville 3 (Wash., D.C.)
Washington, D.C. 2-4, 6-45

Railroads

1. Baltimore & Annapolis R.R. Co.
2. Conrail
3. CSX Transportation, Inc.
4. Norfolk Southern Corp.
5. Norfolk and Western Railway Co.
6. Southern Railway System

Airlines

7. Aeroflot
8. Air France
9. Air Jamaica
10. Alaska Airlines
11. Allegheny Commuter
12. All Nippon Airways
13. American
14. American Eagle
15. America West
16. Braniff
17. British Airways
18. BWAI International
19. Challenge Air Intl.
20. Continental
21. Continental Express-Colgan Airways
22. Continental Express-PBA-Provincetown-Boston
23. Continental Express-Presidential Airways
24. Cumberland Airlines
25. Delta
26. Delta Connection-Business Express
27. Eastern
28. Icelandair
29. Lufthansa
30. Mexicana
31. Midway Airlines, Inc.
32. Midwest Express
33. Northwest
34. Pan American
35. Pan Am Air Partner-Colgan Airways
36. Pan Am Express
37. Piedmont
38. Piedmont Commuter-Brockway Air
39. Piedmont Commuter-Jetstream Intl.
40. Piedmont Regional-Henson
41. TWA
42. United
43. United Express-Air Wisconsin
44. USAir
45. Wings Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Annapolis — 1eg
Baltimore — 1eg
Bethesda — 6e
Bowie — 1e
Cumberland — 5e, 2g
Frederick — 5e, 3g
Gaithersburg — 6e
Hagerstown — 4e, 5e, 2g
Rockville — 6e
Washington, D.C. — 6e, 7g

1. Baltimore Gas & Elec. Co.
   P.O. Box 1475, Baltimore 21203
2. Columbia Gas Co. of Maryland Inc.
   200 Civic Center Dr., Columbus, OH 43215
3. Frederick Gas Co.
   924 East St., Frederick 21701
4. Hagerstown Mun. Elec. Light Plant
   600 S. Cannon Ave., Box 1498
   Hagerstown 21740
5. Potomac Edison Co.
   Downsville Pike, Hagerstown 21740
6. Potomac Elec. Power Co.
   1900 Pennsylvania Ave. N.W.
   Washington, D.C. 20068
7. Washington Gas Light Co.
   1100 H St., N.W., Washington, DC 20080

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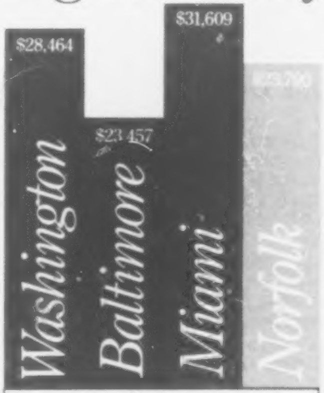

monthly rates

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RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	105	5,800
Portland	1,800	92,800
Clays (excl. ball clay)	351	1,756
Gem stones	NA	W
Lime	9	543
Sand & gravel (construction)	16,700	67,300
Stone:		
Crushed	26,200	123,500
Dimension	21	1,286
Combined value of clays (ball clay), peat, sand and gravel (industrial), stone (dimension), and values indicated by symbol W		1,028
Total 1986 (preliminary)		294,013

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Baltimore	33	77	4706	1138
College Park	34	77	4455	1203
Washington	31	76	5004	970

DEVELOPMENT COUNSELORS:

State Development Agency

Lofton, Michael, CID, Dir.
Md. Dept. of Econ. & Comm. Dev.
Dept. 108, 45 Calvert St.
Annapolis, 21401
301/974-3514

Areas & Others

Annapolis
Belch, James G., CID, Dpty. Dir.
Dept. of Econ. & Community Dev.
Office of Bus. & Inc. Dev.
45 Calvert St., 21401-1907
301/974-3514

Baltimore
Berkowitz, Bernard L., Pres.
Baltimore Econ. Dev. Corp.
36 S. Charles St., Ste. 2400, 21201
301/837-9305
White, James M., Asst. V.P.
Industrial Development
CSX Transportation
100 N. Charles St., 17th Fl., 21201
301/237-3757
Feeser, Chester G., Dir.
Marketing & Energy Services
Baltimore Gas & Electric Co.
1508 Woodlawn Dr., 21207
301/298-1986
Steuart, Chris
Riverside Business Park
c/o Bata Land Co., Inc.
P.O. Box 944, 21022
301/433-4420

Hagerstown
Burtner, Leroy R., Dir.
Washington Cty. Econ. Dev. Cmsn.
Court House Annex, 21740
301/791-3080

La Plata
Reinke, Donald G., C.I.D., Exec. Dir.
Charles County Econ. Dev. Cmsn.
P.O. Box V, 20646
301/645-0694

Landover
Murphy, Dennis C., C.I.D., CEO
Prince George's Cty. Econ. Dev. Corp.
9200 Basil Ct., Ste. 200, 20785
301/386-5600

Leonardtown
Wilkinson, Susan, Econ. Dev. Specialist
St. Mary's County
Box 653, 20650
301/475-4406

Rockville
Lingle, Dyan, Dir.
Off. of Econ. Dev.
Montgomery Cty. Gov't
Exec. Office Bldg.
101 Monroe St., Suite 1500, 20850
301/251-2345

Salisbury
Kiley, Robert L., C.I.D., Exec. Dir.
Salisbury Wicomico Econ. Dev. Inc.
P.O. Box 4700, 21801
800/521-7933

Towson
Hannon, Robert L., Dir.
Baltimore Cty. Econ. Dev. Comm.
111 W. Chesapeake Ave., 21204
301/494-3648

Westminister
Lewis, Kathleen Ann, C.I.D.
Carroll Cty. Government
Office of Econ. Dev.
225 N. Center St., 21157
301/876-2085

WASHINGTON, D.C.
Kamerman, Dan
NRECA Gov't Relations
National Rural Electric Coop. Assoc.
1800 Massachusetts Ave., N.W., 20036
202/857-9500
Hooks, Sally, Mktg. Svcs. Mgr.
Edison Electric Institute
1111 19th St., N.W., 20036-6561
202/778-6561

Elkton
Kline, Michael, Mgr.
Cecil County Plng. & Econ. Dev.
County Office Bldg., Rm. 300, 21921
301/398-0200

Ellicott City
Cosia, Ann Marie, CID, Bus. Rep.
Howard Cty. Government
Econ. Dev. Office
3430 Court House Dr., 21043
301/992-2027

Cambridge
Stevens, Robert E., Dir.
Dorchester Econ. Dev. Corp.
P.O. Box 26, 21613
301/228-0155

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Greensboro Area Chamber of
Commerce
P.O. Box 3246
Greensboro, NC 27402

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NORTH CAROLINA

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QUEENSBORO STEEL
WILMINGTON

the better business climate

North Carolina, the tenth most populous state with approximately 6,540,000 people, has a character and pulse of its own that create a charismatically compelling business climate. Almost every county has witnessed the arrival of teams of corporate relocators, armed with calculators and print-outs of their special needs. The results have been impressive, due in no small measure to a coordinated state-wide marketing plan for new business.

Governor James G. Martin, a Republican who served in the House of Representatives from 1972 to his gubernatorial victory in 1984, is an aggressive partisan for new industry. "North Carolina offers lower costs and better people," he says. "We work harder, and we like challenges." The Governor is a good example. Before running for Congress he had been a chemistry professor at Davidson College. In Congress, he was called "conservative but not fanatical, intelligent but not flashy," qualities that also apply to his pitch as the first spokesman of the state.

Alvah H. Ward, Jr., director of business and industry development for the North Carolina Department of Commerce, says that the state's receptivity to outsiders is not a new idea. "Years ago, North Carolina pioneered the encouragement of both foreign and domestic companies to locate facilities throughout the state and employ a custom-trained work force. Today, this tradition continues as business executives from around the world consistently rank North Carolina among the nation's most desirable locations for doing business.

"Again this year," Ward says, "we will lead the Southeast in job creation and new plant investment. This is not by accident. Ideal geographical location, excellent transportation systems, having a larger percentage of our work force in manufacturing than any other state, strong work ethics, fifty-eight technical centers that will train employees to your specifications, a stable, pro-business government, and a world-class university educational system are just a few teasers."

The state's economy is growing fastest in the service sector. Seven out of every ten new jobs in 1986 were in service businesses. Ward's boss, Governor Martin, is not about to let the momentum slacken. "We're going to have to try harder," he says, "to meet not only Southern and

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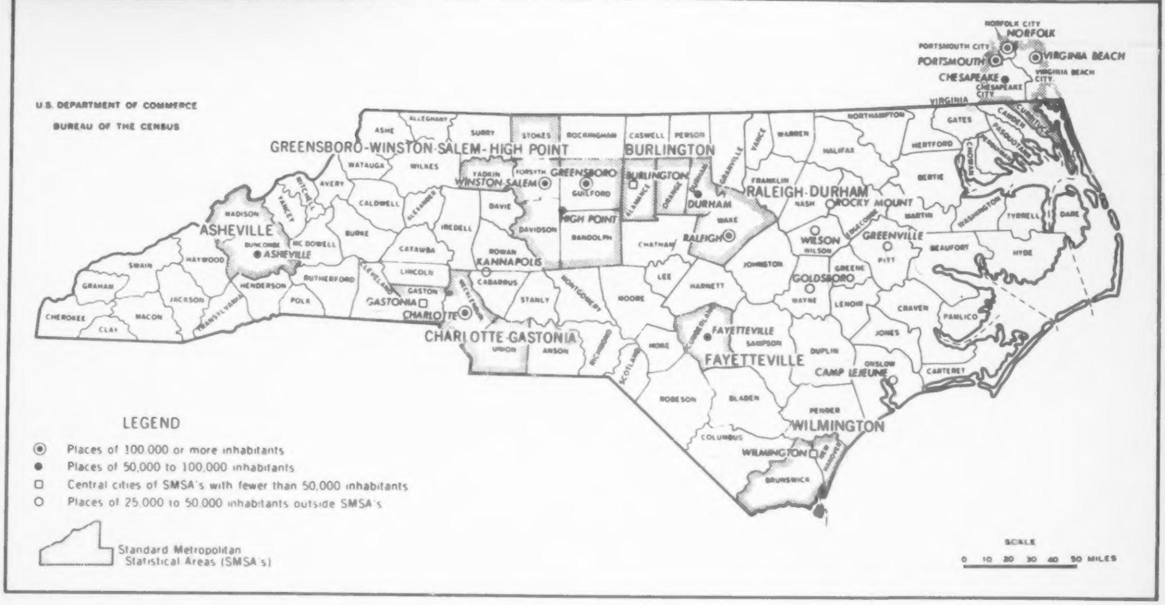
the better business climate

> *"Again this year North Carolina will lead the Southeast in job creation and new plant investment. This is not an accident."*
> —H. Ward, Jr., N.C. Department of Commerce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foreign competition for jobs, but to overcome the slowing of 'Rust Belt' companies moving to the 'Sun Belt'. In our manufacturing sector, we reversed a trend of job losses and actually gained 3,000 jobs in 1986. In the nonmanufacturing sector, we picked up 77,000 jobs for a total net gain of 80,000 in nonagricultural employment."

A recent economic development report shows that North Carolina has been the recipient of more than $5.2 billion in new and expanded businesses. Foreign investors accounted for $620 million of this amount, making the state one of the best in the nation for recruiting companies from abroad.

There are reasons for this outsider interest across the state and for the executive jets that touch down at regional airports every hour of the day:

- North Carolina offers a potent business climate with an abiding commitment from both public and private sectors. The state has an AAA bond rating and a constitutional requirement for a balanced budget. Business failures have declined two years in a row, according to Dun and Bradstreet. North Carolina is a right-to-work state, with the fewest work stoppages caused by labor hassles in the nation.

- The state has a labor pool of 830,000, the largest in the Southeast. The work force produces 20 cents more per production wage dollar than the U.S. average.

The North Carolina General Assembly last year abolished its inventory property tax on manufacturing and retail goods, which had been perceived as a major obstacle to industrial recruitment. The per capita state and local taxes are among the lowest ten in the nation; there is a 7% maximum on incomes over $10,000.

North Carolina's sales tax is 3% with no maximum sales limit. The sales tax on motor vehicles, boats, planes, etc., is 2%, with a $300 maximum tax per unit. A 3% use tax is charged on purchases made out of state. However, 1% is the rate applied on mill machinery, parts, accessories and certain fuels used in manufacturing. The maximum tax on a single article of mill machinery is $80. Raw materials, containers, labels, packaging, and shipping materials are exempt from taxation. Cigarettes are taxed at 2 cents per package of 20, and soft drinks are taxed at 1 cent per bottle.

- Location and easy trans-state access play large roles in North Carolina's attractiveness. The state is within a two-day drive of 125 million people, or 55% of the U.S. population. Interstate 95, the East Coast's main north-south artery, crosses its coastal plain. Interstate 40, extending west to California, begins in North Carolina. Major air carriers, such as Piedmont and American, have important hubs that complement each other. Piedmont (now part of USAir) received approval last year for international flights to Great Britain from its Charlotte base. American has just completed a versatile regional hub at Raleigh-Durham Airport. Of the state's 100 counties, 91 have rail links. There are deepwater ports at Wilmington and Morehead City.

- The technical training mentioned by Alvah Ward is available, without cost to industries, at 58 colleges located within 30 minutes of 99% of the state's population. Instruction is flexible. A training program can be created or adapted to fit any new or

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We'll be glad to show you how to get your distribution headed in the right direction. Inventory tax free!

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> *"North Carolina offers lower costs and better people. We work harder, and we like challenges."* —Governor James C. Martin

expanded business operation that guarantees a minimum of 12 new jobs. For general education, there is the 16-campus University of North Carolina system, and there are 38 private colleges.

- The state's low energy and construction costs come as happy surprises when a plant does relocate. Raw materials, particularly timber, are readily at hand. Energy supplies are economical and dependable, drawing from coal, nuclear, and hydroelectric power. Duke Power, a utility in the Piedmont region, can indeed claim plausibly that "we're simply not affected by oil supplies."

An overview, by region

North Carolina divides into a coastal plain to the east, a central piedmont region, and mountain country to the west. The state's business profile has changed most in the coastal zone.

The coastal plain

New textile and apparel mills, many built by Europeans and Japanese, have supplemented the traditional tobacco farms in this region. There are almost no unions. This sector includes the Outer Banks, where the Wright Brothers flew the first heavier-than-air craft in 1903, and Cape Hatteras, where the warm Gulf Stream meets colder water, frothing the sea over shoals that still claim unwary ships.

Most people live inland, in small towns like New Bern, Elizabeth City, Greenville, and Morehead City. The Marine Corps's Camp Lejeune, a major base, is located near Jacksonville (pop. 26,400) at the estuary of the New River. Wilmington (pop. 46,000), the largest port, has the charm if not the size of Charleston. S.C., or Savannah, Ga. Inland, new industrial communities are growing around Goldsboro (pop. 34,000), and Fayetteville (pop. 70,000). The latter is close to Fort Bragg, a strategic Army center. The average home in this area is worth $35,000, and the average rent is $135 a month.

A 32-acre "Hollywood East" movie studio on the Cape Fear River near Wilmington is one new business that has drawn particular attention. North Carolina set up a Film Office in 1979, which compiled a directory of a variety of scenic sites. Producer Fred Caruso, impressed with the state's hustling, says that the promised savings in costs simply materialized. "A picture that costs $10 million to make in Los Angeles or New York would probably cost $6 million in Carolina." Recent films shot in North Carolina include *The Color Purple, Crimes of the Heart, Being There, Brainstorm,* and *Year of the Dragon*.

Wilmington has also developed a strong containerized cargo business, accommodating vessels more than 700 feet long. Eight rail-mounted container cranes speed loading and unloading. Tobacco, logs, and forest products are also shipped from the port.

The poultry and food industry has become one of North Carolina's largest agricultural sectors, including Holly Farms in the west, and in the east, the large Tyson and Perdue poultry enterprises.

In the eastern third of the state, the successful debut of Triangle East serves as an example of North Carolina's courtship of business. This is a promotional group formed to attract industry to four eastern counties: Edgecombe, Nash, Wake, and Wilson. A clever triangular logo was created, with the apex being Raleigh, the state capitol (pop. 181,300), so that the design points west to the better-known Research Triangle Park, an area between the

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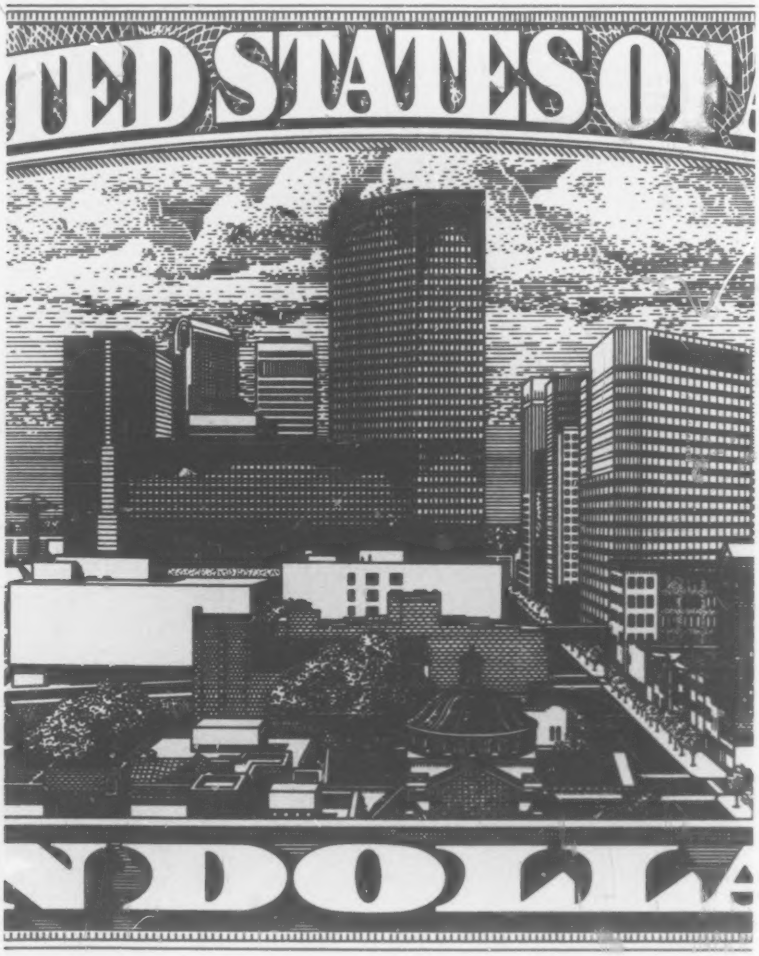

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COMPANY
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CITY STATE ZIP

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The Charlotte Chamber, P.O. Box 32785
Charlotte, North Carolina 28232 120

Charlotte
NORTH CAROLINA

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cities of Raleigh, Durham (pop. 103,400), and Chapel Hill (pop. 34,100). A video tape, which may be ordered from Triangle East, refers to the four-county area as a place where "new beginnings never seem to end." Smiling, even singing workers, aerial views of suburbs with Colonial homes on tree-lined streets, and testimonials by happy, relocated executives posing before stunning modern plants—scored to a snappy arrangement of "nothing could be finer than to be in Carolina"—make an impressive presentation.

In other states, perhaps one city or one county might have tried, on its own, to bring in new businesses. The ploy used by Triangle East, a juggernaut of graphics, hype, and genuine enthusiasm, is a classic team play that has convinced plant relocation surveyors from all over the country to inspect a part of North Carolina that previously had not been thought glamorous or an area for significant renewal.

The Piedmont

North Carolina's mid-section has drawn the most notice from new businesses. It is the state's manufacturing heartland, and the nerve centers of its finance and banking services. The Research Triangle Park (see above) is a major high-tech catalyst for both government and private research and development. The Sands Hill region (really part of the coastal plain), in contrast, includes towns where textiles reign supreme. Kannapolis, for example, is wholly owned by Cannon Mills.

NORTH CAROLINA
the better business climate

> *"We've had three new industrial parks in Rowan County in the last year. . . and the location of 13 new companies during the past two years."*
>
> —Harry C. Whalen,
> Salisbury-Rowan
> Economic
> Development
> Commission

In Rowan County, on I-85 between Charlotte and the Triad area of Greensboro (pop. 177,900), High Point (pop. 67,300), and Winston-Salem (pop. 67,300), another successful pitch to outside industry has paid high dividends. Harry C. Whalen, executive director of the Salisbury-Rowan Economic Development Commission, says that "we've had three new industrial parks in Rowan County in the last year. . .and the location of 13 new companies during the past two years."

The Triad cities, with a total population of 865,000, are well known for producing two popular cigarette brands, Winston and Salem, for being the center of the state's fur-

niture business, as well as the headquarters of such distinguished institutions as the Wachovia Bank. It's interesting how North Carolinians think in terms of three-sided forms, and how, even within one example—the Research Triangle Park—major attractions seem to cluster in threes: notably, in the area of colleges, North Carolina State University, Duke University, and the University of North Carolina at Chapel Hill.

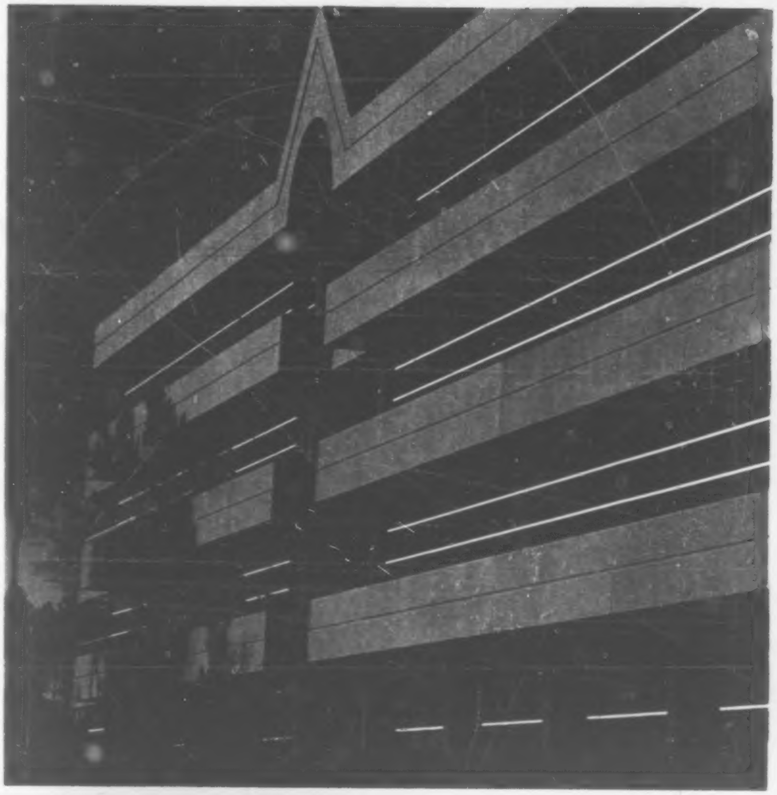
Charlotte (pop. 340,400), is North Carolina's largest city. It has been described "as a town from which traveling salesmen empty out every Monday morning and return every Friday afternoon. . .a city that has simply outhustled the competition." This was Governor Martin's congressional district when he was a Representative, and the city reflects his go-getting, pragmatic pitch for outside industry.

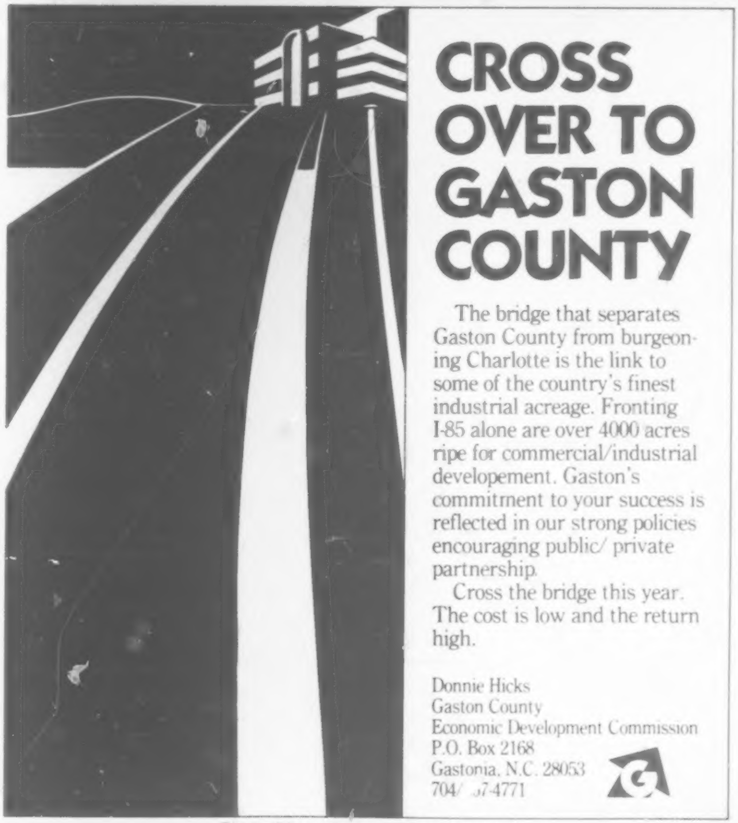
Last year, Charlotte received a National Basketball Association franchise, a source of much civic pride. More than 160 multinational corporations engage in businesses as diverse as microelectronics, biomedical supplies, machining, and insurance. Charlotte holds the greatest amount of business capital between Dallas and Philadelphia, and unlike some of the state's smaller centers, the city hums day and night.

In the Piedmont area, the average home is worth approximately $40,000, and the average rent is $155 a month.

The mountains

North Carolina's reputation as a prime source of fine furniture rests on the great forests that cover the rolling mountains in the western part of the state. Asheville (pop. 59,200) is the center of this region, the city to which Thomas Wolfe could not call home, although he is buried there. Businesses here tend to have a different scale, trout farming, producing Christmas trees (North Carolina is the second-largest producer of fish and firs), or running dairies and vineyards, as Vanderbilt descendants have done around the 10,000-acre Biltmore Estate near Asheville. This extraordinary blending of several French chateaux, the greatest private house in America, was built by 5,000 workmen in the 1890s and is now a popular tourist attraction. Farther north,





CROSS OVER TO GASTON COUNTY

The bridge that separates Gaston County from burgeoning Charlotte is the link to some of the country's finest industrial acreage. Fronting I-85 alone are over 4000 acres ripe for commercial/industrial developement. Gaston's commitment to your success is reflected in our strong policies encouraging public/ private partnership.

Cross the bridge this year. The cost is low and the return high.

Donnie Hicks
Gaston County
Economic Development Commission
P.O. Box 2168
Gastonia, N.C. 28053
704/ [illegible]7-4771

Circle 79 on Brochure Service Card

Appalachian State University has thrived in Boone, while Holly Farms poultry and Lowe's building supply stores have grown out of a mountain town called North Wilkesboro.

The overriding attraction in this part of the state has become a business that brings in hundreds of thousands of visitors. The mountains themselves are compelling reasons to travel, or camp, or just to make a leisurely day's drive from the Piedmont region. From the Virginia border south, the Blue Ridge Mountains undulate toward the horizon like a landlocked sea. Favorite tourist spots include Blowing Rock (milepost 291 on the Blue Ridge Parkway) high above the John's River Gorge—where prevailing winds return light objects thrown off the rock—and Grandfather Mountain (milepost 305), a habitat for bears, cougars, and bald eagles. Mount Mitchell (milepost 355), elevation 6,684 feet, is the highest peak in the eastern U.S. The parkway and most paralleling roads end in the west at the most famous scenic zone of all, the Great Smoky Mountains National Park, half of which is in the state.

In the North Carolina mountain region, the average home is worth $34,000, and the average rent per month is $130.

NORTH CAROLINA
the better business climate

"North Carolina offers a potent business climate with an abiding commitment from both public and private sectors."

The vistas of the Great Smokies are a considerable psychological distance from the lonely beaches of the Outer Banks. That expanse, 520 miles east to west, 200 miles north to south, comprises a state that is pridefully and pragmatically concerned with bettering itself. The means to this end is to attract more business and industry, by offering an appealing mix of tax incentives, low construction and operating costs, and a "we-are-a-team" approach to creating a favorable business climate.

Franklin Douglas Byrd, III, president of Triangle East of North Carolina, Inc., makes the telling point on his promotional group's video tape that the hardest thing in the region is to get people to accept the occasionally necessary transfers *out* of the Triangle area. It is also worth noting that North Carolina, for years, has maintained an office in Tokyo and one in West Germany to promote trade. Last year, Governor Martin traveled to the Far East, including a well-received visit to Mainland China. In the U.S., the state is scrapping to acquire Sematech, a proposed national semi-conductor research center currently being organized in California.

In short, North Carolina thinks globally, almost as if it were a small trading nation itself. ☐

CONTACTS

The areas listed below have advertisements running in this issue. For more information on one of these areas, call the number given, or check the Advertisers Index at the back of the magazine for the advertisement page and circle numbers.

Alexander County Economic Development Council
Glenn P. Deal
Executive Director
104 West Main Avenue
P.O. Box 578
Taylorville, NC 28681
(704) 632-8141

Charlotte Chamber of Commerce
Maurice D. Ewing
Economic Development Representative
P.O. Box 32785
Charlotte, NC 28232
(704) 378-1307

Gaston County Economic Development Commission
Gary D. Hicks
Executive Director
P.O. Box 2168
601 West Franklin
Gaston, NC 28053
(704) 867-4771

Greater Raleigh Chamber of Commerce
Jerry Brown
V.P., Economic Development
P.O. Box 2978
Raleigh, NC 27602
(919) 833-9400

Greensboro Chamber of Commerce
Thomas Z. Osborne
President
330 South Green Street
Greensboro, NC 27401
(919) 275-8675

North Carolina Department of Commerce
Robert G. Brinkley
Assistant Director
430 North Salisbury Street
Raleigh, NC 27611
(919) 733-4151

Rowan County
Harry Whalen
Executive Director
620 West Innes Street
Salisbury, NC 28144
(704) 637-5526

YOU GOT US WHERE YOU WANT US—BETWEEN A CHARLOTTE AND A TRIAD

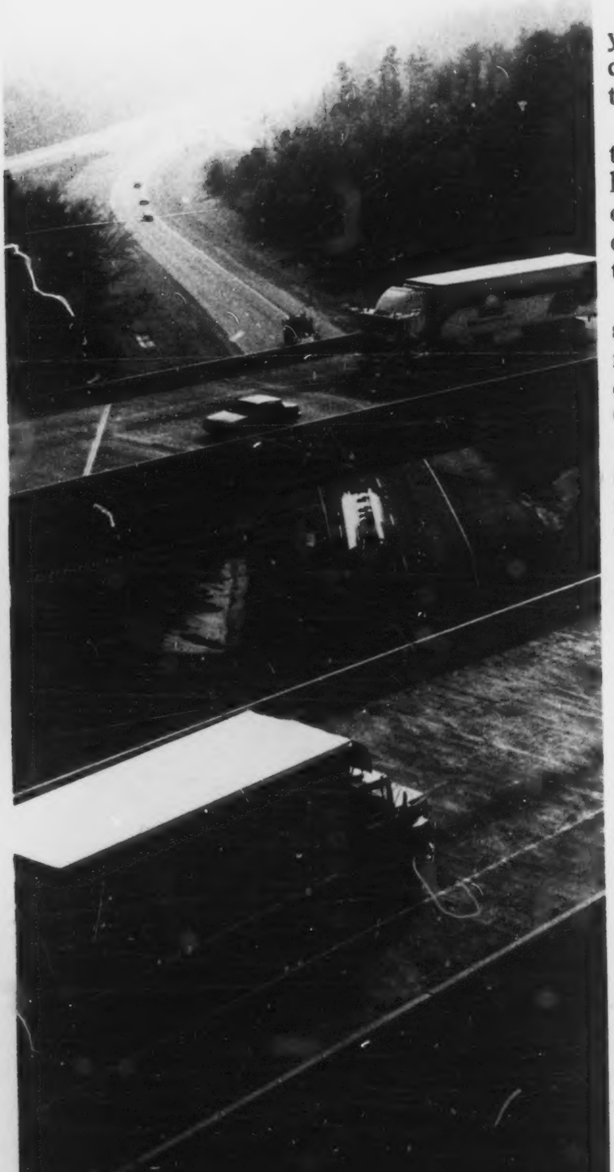
If you're relocating or expanding your business, have we got a surprise for you: ROWAN County. Located between the exploding Charlotte metro and the dynamic Winston-Salem/High Point/Greensboro market, we offer interstates, rail, colleges and a hungry, educated labor force that's ready to work. All in a community rich in culture, high on recreation and low in tax rates. Rowan County. We're full of surprises.

UNWRAP Rowan WITH US

Call or write for more information:
Salisbury-Rowan Economic Development Commission
620 W. Innes Street, Salisbury, North Carolina 28144, 704-637-5526
Harry C. Whalen, Executive Director

Circle 80 on Brochure Service Card

The More Products You Move, The More You Need To Move To North Carolina.



Whether your business necessitates getting your goods and services to the other side of the country, or the other side of the world, getting them to and from North Carolina is a snap.

North Carolina has the largest state-maintained highway system in the country. And that has helped North Carolina become the headquarters of more "long-line" interstate motor carriers than any other state in the nation. Plus, there is ***no inventory tax*** in the state.

Rail and sea travel also play a big part in the state's total transportation picture. Served by 20 rail carriers and two deep-water seaports, you can deliver your goods and services from North Carolina anywhere, anytime.

With two major airline hubs and 12 regional airports, North Carolina business travelers are afforded the luxury of traveling whenever they want, to wherever they need to go.

And our central location on the Eastern seaboard not only means decreased transportation costs and increased speed and efficiency, but it also puts you within an hour's air time to 18 of the east's "million plus" markets.

To find out more about getting your goods and services to and from North Carolina, contact Robert G. Brinkley, Assistant Director, Business/Industry Development Division, North Carolina Department of Commerce, 430 North Salisbury Street, Raleigh, NC 27603, phone (919)733-4151.

We'll be glad to show you how to get your business moving in the right direction.

NORTH CAROLINA

The Better Business Climate

Circle 76 on Brochure Service Card

NORTH CAROLINA

STATE INFORMATION:

Financial assistance to industry:

- Free job training to any industry creating 12 or more new jobs
- Land & equip. for pollution abatement exempt from local property tax
- Industrial revenue bond financing
- Tax credit of $2,800 per emp. for 4 yrs. for new/expanding industry in 17 designated counties, eff. 1/1/88
- Ind. Dev. Fund provides funds to city & county governments (50 counties qualify) for renov. of bldgs.
- Credit to corps. investing in a N.C. Resources Capital Corp. or qualified invest. org., eff. 1/1/88
- FTZs designated in 4 locations, which provide monetary benefit to firms importing goods

Tax rates:

Corporate income tax	7%
Personal income tax	3%-7%
Retail sales tax	3% (2.0% local option)
Equipment & machinery tax	1% with $80.00 max item
Incorporation tax	$.80/$1,000
Franchise tax	$1.50/$1,000
Inventory tax	Repealed 1/1/87
Gasoline tax (personal)	$.15.5/gal.

Advanced education facilities:

Four-year colleges & universities	47
Two-year or junior colleges	8
Vocational & business schools	81

Medical facilities:

Hospitals	165
Clinics	1,100

Labor analysis:

Civilian labor force	3,200,000
High-school graduates	68,000
College graduates	33,000

For additional labor market information, contact Technical Support Div., N.C. Dept. of Commerce, 430 N. Salisbury St., Raleigh, NC 27611, 919/733-4094

Environment controls:

Air & water pollution: Environ. Specialist, N.C. Dept. of Commerce, 430 N. Salisbury St., Raleigh, NC 27611

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
NORTH CAROLINA	5,874.4	6,386.6
Asheville	53.3	59.9
Burlington	37.3	38.4
Chapel Hill	32.4	35.9
Charlotte	314.4	348.0
Durham	100.8	108.4
Fayetteville	59.5	70.2
Gastonia	47.3	55.2
Goldsboro	31.9	NA
Greensboro	155.6	180.7
Greenville	35.7	NA
Hickory	20.6	25.1
High Point	64.1	67.7
Jacksonville	17.0	27.0
Kannapolis	36.0	33.1
Kingston	25.2	NA
Raleigh	149.8	191.6
Rocky Mount	41.3	47.6
Wilmington	44.0	49.2
Wilson	34.4	NA
Winston-Salem	131.9	146.5

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Asheville	160.9	170.1
Burlington	99.1	102.8
Charlotte-Gastonia-Rock Hill, NC/SC	971.0	1,071.6
Fayetteville	247.2	264.0
Greensboro-Winston-Salem-High Point	827.4	910.0
Hickory	202.6	219.5
Jacksonville	112.8	124.1
Raleigh-Durham	561.0	648.3
Wilmington	103.5	115.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH CAROLINA	861.8	41.6	7.86
Asheville	20.0	43.0	7.89
Charlotte-Gastonia-Rock Hill	152.9	42.6	8.12
Greensboro-Winston-Salem-High Point	151.5	41.4	8.62
Raleigh-Durham	58.1	42.6	8.99

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NORTH CAROLINA	3,354.2	129.2	3.9
Asheville	88.6	3.3	3.7
Charlotte-Gastonia-Rock Hill	635.0	21.1	3.3
Greensboro-Winston-Salem-High Point	521.1	17.4	3.3
Raleigh-Durham	406.1	11.7	2.9

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	149.2	NA	NA
MANUFACTURING	827.4	39.6	7.29
DURABLE GOODS	341.7	40.3	7.48
Lumber & wood prods.-SIC 24	36.0	40.2	6.30
Furniture & fixtures-SIC 25	85.0	38.7	6.55
Stone, clay, & glass prods.-SIC 32	19.4	41.5	7.86
Primary metal industries-SIC 33	10.6	42.4	8.53
Fabricated metal products-SIC 34	26.8	41.6	7.85
Machinery, except electrical-SIC 35	57.7	41.9	8.32
Electrical & electronic equip.-SIC 36	66.3	40.0	8.43
Transportation equipment-SIC 37	23.1	42.2	8.32
Instruments & misc. mfg.-SIC 38	16.8	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Greensboro-Winston Salem-High Point 8/86
Office, professional, & technical	
Payroll clerks	$ 7.16
Accounting clerks	7.25
File clerks	5.09
Typists	6.66
Key entry operators	6.71
Secretaries	9.24
Stenographers	NA
Switchbd opr-recept's	6.15
Word processors	NA
Drafters	11.46
Electronics technicians	14.17
Computer operators	9.24
Computer programmers	11.08
Computer systems analysts	16.09
Maintenance & powerplant	
Carpenters	10.76
Electricians	13.39
Engineers, stationary	15.57
Machinists	NA
Mechanics (machinery)	12.24
Tool & die makers	12.22
Custodial & material movement	
Guards	4.88
Janitors, porters & cleaners	5.10
Laborers, mat'l hdlg	7.34
Shippers & receivers	8.57
Truckdrivers	10.11
Forklift operators	9.42

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	2,726	11,148
Feldspar — short tons	524,400	14,620
Gem stones	NA	W
Mica (scrap)	91	4,428
Sand & gravel:		
Construction	6,500	20,200
Industrial	1,350	15,000
Stone:		
Crushed	43,800	206,100
Dimension	41	6,633
Talc & pyrophyllite	81	1,640
Combined values of lithium compounds, olivine, peat, phosphate rock, and values indicated by symbol W		149,592
Total 1986 (preliminary)		429,361

* thousand short tons except as noted

W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Asheville	37	73	4294	842
Chapel Hill	39	77	3724	1310
Charlotte	41	79	3342	1546
Durham	40	78	3612	1387
Fayetteville	41	79	3155	1657
Gastonia	42	79	3158	1589
Goldsboro	42	80	3102	1704
Greensboro	38	77	3874	1303
High Point	40	78	3422	1387
Raleigh	40	78	3531	1394
Wilmington	46	80	2469	1904
Wilson	41	79	3233	1615

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Asheville 2, 4, 7, 10, 12, 14, 15
Burlington 4 (Greensboro)
Chapel Hill (Raleigh-Durham)
Charlotte 1, 2, 4, 6, 8, 9, 11, 13-19
Durham 1, 3, 4, 6, 9, 11, 14, 17-19
Fayetteville 1, 4, 6, 7, 10, 14
Gastonia 1, 4 (Charlotte)
Goldsboro 1, 4 (Kinston)
Greensboro 2, 4, 6, 7, 9, 11, 14, 15, 18-20
Greenville 1, 4, 7, 15
High Point 4 (Greensboro)
Kinston 1, 4, 14, 15
Raleigh 1, 4-9, 11, 13-15, 17-20
Rocky Mount 1, 15
Wilmington 1, 5, 7, 12, 14, 15, 18
Wilson 1, 4 (Rocky Mount)
Winston-Salem 3, 4, 15

Railroads

1. CSX Transportation, Inc.
2. Norfolk Southern Corp.
3. Norfolk and Western Railway Co.
4. Southern Railway System

Airlines

5. Air-Lift
6. American
7. American Eagle
8. Continental
9. Delta
10. Delta Connection-Atlantic Southeast
11. Eastern
12. Eastern Metro Express
13. Pan American
14. Piedmont
15. Piedmont Commuter-CC Air
16. Piedmont Regional-Henson
17. TWA
18. United
19. USAir
20. Wheeler Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Asheville — 1e, 10g
Burlington — 2e, 9g
Chapel Hill — 2e, 10g
Charlotte — 2e, 9g
Durham — 2e, 10g
Fayetteville — 3e, 8g
Gastonia — 4e, 10g
Goldsboro — 1e, 8g
Greensboro — 2e, 9g
Greenville — 5eg, 8g
High Point — 2e, 6e, 9g
Kinston — 7e, 8g
Raleigh — 1e, 10g
Rocky Mount — 11eg, 8g
Wilmington — 1e, 8g
Wilson — 12eg, 8g
Winston-Salem — 2e, 9g

1. Carolina Power & Light Co.
   411 Fayetteville St., Raleigh 27602
2. Duke Power Co.
   422 S. Church St., Box 33189,
   Charlotte 28242
3. Fayetteville Pub. Works Cmsn.
   508 Person St., Box 1089
   Fayetteville 28302
4. Gastonia Water & Lt. Dept.
   1300 N. Broad St., Box 1748,
   Gastonia 28053-1748
5. Greenville Utilities Cmsn.
   200 W. 5th St., Box 1847, Greenville
   27835
6. High Point Electric Utilities Dept.
   211 S. Hamilton, Box 230
   High Point 27261
7. Kinston Public Utilities
   207 E. King St., Box 339, Kinston
   28501
8. NC Natural Gas Corp.
   150 Rowan St., Fayetteville 28302-
   0909
9. Piedmont Natural Gas Co.
   1915 Rexford Rd., Charlotte 28211
10. Public Service Co. of NC
    400 Cox Rd., Gastonia 28053
11. Rocky Mount Pub. Utilities
    Box 1180 Rocky Mount 27802
12. Wilson Utilities Dept.
    1800 Herring Ave., Box 10
    Wilson 27893

DEVELOPMENT COUNSELORS:

State Development Agency

Brinkley, Robert G., Asst. Dir.
Bus. & Ind. Dev. Div.
N.C. Dept. of Commerce
430 N. Salisbury St.
Raleigh, 27611
919/733-4151

Areas & Others

Charlotte

Ewing, Maurice D., Econ. Dev. Rep.
Charlotte Chamber of Comm.
P.O. Box 32785, 28232
704/378-1307

Durham

Booth, Robert, Exec. Dir.
Gtr. Durham Cham. of Comm.
201 N. Roxboro St., 27701
919/682-2133

Fayetteville

Senn, L. H., III, Exec. Dir.
Fayetteville Area Econ. Dev.
519 Ramsey St.
P.O. Box 1865, 28302
919/483-3404
Rosenbaum, Carl, V.P., Ind. Sales
NC Natural Gas Corp.
150 Rowan St., 28302
919/483-0315

Gastonia

Hicks, Gary D., Exec. Dir.
Gaston Cty. Econ. Dev. Cmsn.
P.O. Box 2168, 601 W. Franklin, 28053
704/867-4771

Greensboro

Osborne, Thomas Z., Pres.
Greensboro Cham. of Comm,
330 South Green St., 27401
919/275-8675

Greenville

Chaffee, John D., Exec. Dir.
Pitt Cty Dev. Cmsn.
P.O. Box 837, 27835-0837
919/758-1989

Jackson

Harris, George
Northampton County Econ. Dev. Corp.
P.O. Box 97, 27845
919/534-5161

Kenansville

Brinson, Woody, Exec. Dir.
Duplin County Econ. Dev. Corp.
P.O. Box 428, 28349
919/296-0483

Raleigh

Brown, Jerry, V.P., Econ. Dev.
Gtr. Raleigh C. of C.
P.O. Box 2978, 27602
919/833-9400
Ward, Jr., Alvah H., Dir. Bus.
Ind. Dev. Dir.
N.C. Dept. of Comm.
430 N. Salisbury St., 27603
919/733-4151
Anderson, Don
Carolina Power & Light
P.O. Box 1551, 27602
919/836-6571
Burney, James L.
NC Electric Membership
3400 Sumner Blvd., 27604
919/872-0800

Salkowwitz, Wayne Mgr., Ind. Gas
Public Service of NC, Inc.
Box 1349
919/883-6641

Roxboro

Newsome, Curtis Glenwood, Exec. Dir.
Person Cty. Econ. Dev.
P.O. Box 1581, Morgan St. 27573
919/599-0288

Salisbury

Whalen, Harry, Exec. Dir.
Rowan County
620 W. Innes St. 28144
704/637-5526

Taylorville

Deal, Glenn P., Exec. Dir.
Alexander County EDC
104 West Main Ave.
P.O. Box 578, 28681
704/632-8141

Wadesboro

Thompson, David W., Exec. V.P.
Anson Cty. C. of C. Ind. Cmsn.
P.O. Box 305, 28170
704/694-4181

Wilmington

Director
North Carolina Ports
P.O. Box 9002, 28402
19/763-1621

Winston-Salem

Steen, Warren, Mgr.
Gtr. Winston-Salem Cham. of Comm.
P.O. Box 1408, 27102
919/725-2361

Zebulon

Byrd, Doug, Pres.
Triangle East
P.O. Box 37, 27597
919/269-4155

COLUMBIA
SOUTH CAROLINA

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job creating
- Aid for job training
- Low interest loans
- Foreign trade zones

Tax rates:

Corporate income tax	5% (except 1988-5.5%)
Personal income tax	2%-7%
Sales tax	5%
Incorporation tax	40 mills/M; min. $40, max. $1,000
Franchise tax	$1/$1000 valuation of proportion of paid-in surplus & capital
Inventory tax	phased out by 1987
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	33
Technical colleges	16
Commercial & business colleges	7
Vocational schools	25

Medical facilities:

Hospitals	72
Specialized hospitals	8
General infirmaries	10

Labor analysis:

Civilian labor force	1,658,200 (Nov. '87)
Public high school graduates	35,004

For additional labor market information, contact Employ. Security Commission, 1550 Gadsden St., P.O. Box 995, Columbia, SC 29202, 803/737-2660

Environment Controls:

Dept. of Health & Environ. Control, 2600 Bull St., Columbia, SC 29201
Air Pollution: 803/734-4750
Water Pollution: 803/734-5300

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
SOUTH CAROLINA	3,119.2	3,436.4
Anderson	27.3	28.6
Charleston	69.5	66.3
Columbia	99.3	98.7
Florence	30.1	33.0
Greenville	58.2	59.0
North Charleston	65.6	66.9
Rock Hill	35.3	40.4
Spartanburg	44.0	45.7

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Anderson	133.2	146.6
Augusta, GA/SC	327.4	390.8
Charleston	430.3	493.7
Charlotte-Gastonia-Rock Hill, NC/SC	971.0	1,071.6
Columbia	408.2	449.0
Florence	110.2	120.6
Greenville-Spartanburg	568.8	616.7

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
SOUTH CAROLINA	370.2	41.8	8.14
Charleston	21.1	41.5	8.99
Columbia	29.4	40.8	7.95
Greenville-Spartanburg	99.0	41.5	8.04

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
SOUTH CAROLINA	1,661.4	71.3	4.3
Charleston	231.4	8.1	3.5
Columbia	231.5	7.4	3.2
Greenville-Spartanburg	334.0	11.4	3.4

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	83.9	NA	NA
MANUFACTURING	365.1	40.4	7.61
DURABLE GOODS	122.5	41.4	7.82
Lumber & wood prods.-SIC 24	15.2	42.4	7.12
Furniture & fixtures-SIC 25	4.9	40.3	6.66
Stone, clay, & glass prods.-SIC 32	10.7	42.9	8.72
Primary metal industries-SIC 33	8.1	NA	NA
Fabricated metal products-SIC 34	15.3	40.4	7.64
Machinery, except electrical-SIC 35	29.5	41.8	8.30
Electrical & electronic equip.-SIC 36	21.8	39.8	7.19
Transportation equipment-SIC 37	7.7	NA	NA
Instruments & related prods.-SIC 38	5.6	39.5	7.65
Misc mfg. industries-SIC 39	3.6	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Greenville-Spartanburg 6/86
Office, professional, & technical	
Payroll clerks	$ 6.71
Accounting clerks	6.59
File clerks	5.26
Typists	6.04
Key entry operators	5.91
Secretaries	8.20
Switchbd opr-recept's	6.33
Word processors	6.99
Drafters	10.08
Electronics technicians	11.49
Computer operators	8.30
Computer programmers	11.82
Computer systems analysts	15.21
Maintenance & powerplant	
Carpenters	8.66
Electricians	10.26
Engineers, stationary	9.50
Machinists	9.33
Mechanics (machinery)	10.09
Tool & die makers	10.86
Custodial & material movement	
Guards	4.49
Janitors, porters & cleaners	4.03
Laborers, mat'l handling	7.90
Shippers & receivers	7.30
Truckdrivers	9.28
Forklift operator	7.00

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	2,300	111,900
Clays (excl. fuller's earth)	1,715	36,144
Gem stones	NA	W
Manganiferous ore	20	W
Peat	6	174
Sand & gravel:		
Construction	5,900	17,200
Industrial	800	15,300
Stone:		
Crushed	18,100	78,700
Dimension	8	533
Combined value of cement (masonry), clays (fuller's earth), gold, mica (scrap), silver, vermiculite, and values indicated by symbol W		36,519
Total 1986 (preliminary)		296,470

* thousand short tons

W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Anderson	43	79	2949	1628
Charleston	49	82	1868	2304
Columbia	45	81	2629	2033
Florence	44	80	2727	1815
Greenville	41	78	3239	1501
Spartanburg	41	78	3239	1501

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anderson 1, 3 (Greenville)
Charleston 1, 3-6, 8, 11, 14
Columbia 1, 3, 4, 6, 8, 10-12, 14
Florence 1, 9, 13
Greenville 1-4, 6-8, 10-12, 14
North Charleston 1 (Charleston)
Rock Hill 3 (Charlotte, NC)
Spartanburg 1, 3 (Greenville)

Railroads

1. CSX Transportation, Inc.
2. Norfolk Southern Corp.
3. Southern Railway System

Airlines

4. American
5. Continental Express-Presidential Airways
6. Delta
7. Delta Connection-Atlantic Southeast
8. Eastern
9. Eastern Express-Atlantis
10. Eastern Express-Metro
11. Piedmont
12. Piedmont Commuter-CC Air
13. Piedmont Regional-Henson
14. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anderson — 2e, 4g
Charleston — 6eg
Columbia — 6eg
Florence — 1e, 3g
Greenville — 2e, 4g
North Charleston — 6eg
Rock Hill — 5e
Spartanburg — 2e, 4g

1. Carolina Power & Light Co.
   411 Fayetteville St., Raleigh, NC 27602
2. Duke Power Co.
   422 S. Church St., Box 33189, Charlotte, NC 28242
3. Peoples Natural Gas Co. of SC
   1812 N. Irby St., Florence 29501
4. Piedmont Natural Gas Co.
   1915 Rexford Rd., Charlotte, NC 28211
5. Rock Hill Elec. Dept.
   Box 11706, Rock Hill 29731-1706
6. SC Electric and Gas Co.
   1426 Main St., (Box 764), Columbia 29218 (29260)

Utilities serving cities under 25,000:

Central Elec. Power Co-op, Inc.
Pat T. Allen, Gen. Mgr.
P.O. Box 1455, Columbia 29202
803/779-4975

Saluda River Elec. Co-op
Joseph W. Mulholland, Mgr.
P.O. Box 929, Laurens 29360
803/984-6412

DEVELOPMENT COUNSELORS:

State Development Agency

Holladay, J. Mac, Dir.
South Carolina State Dev. Bd.
P.O. Box 927
Columbia, 29202
803/737-0400

Areas & Others

Bishopville
Woodmansee, Harry T., II, Exec. Dir.
Lee Cty. Dev. Board
Courthouse Sq. 29010
803/484-5341

Charleston
Decker, James D., PE Staff V.P.
Charleston-Trident Dev. Bd.
P.O. Box 975, 29402
803/557-2510

Columbia
Fore, Danny G., C.I.D., Sr. Dir.
Gtr. Columbia Chamber of Comm.
1308 Laurel St.
P.O. Box 1360, 29202
803/733-1144

Reed, Donald P., Econ. Dev. Rep.
Central Electric Power, Inc.
P.O. Box 1455, 29202
803/779-4975

Tompkins, Margaret E.
Bus./Ind. Development Dept.
South Carolina Elec. & Gas Co.
P.O. Box 764, 29218

Conway
Hutchison, Jack C., C.I.D., Exec. Dir.
Horry Cty Dev. Bd.
P.O. Box 1288, 29526
803/347-4604

Greenville
Gosnell, Darryl W., C.I.D., V.P.
Gtr. Greenville Chamber of Comm.
P.O. Box 10048, 29603
803/242-1050

Lancaster
Wilson, James E.
Lancaster Cty. Government
P.O. Box 1809, 29720
803/285-1565

Orangeburg
Ford, Thomas J., C.I.D., Exec. Dir.
Orangeburg Cty. Dev. Cmsn.
P.O. Drawer 1303, 29116
803/536-3333

Rock Hill
Smith, Ronald Carter, Exec. Dir.
York Cty. Econ. Dev. Bd.
P.O. Box 10995, 29731
803/324-3058

VIRGINIA

STATE INFORMATION:

Financial assistance to industry:

- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Access roads
- Pollution controls tax exempt at local option
- Sales tax exemptions
- Solar energy facilities tax exempt at local option
- Imports exempt from inventory tax as long as they retain their status as imports

Tax rates:

Corporate income tax	6%
Personal income tax	2%-5.75%
Personal property tax	varies locally
Sales tax	4.5%
Franchise & incorp. tax	varies
Inventory tax	none
Gasoline tax	$.175/gal.

Advanced education facilities:

Four-year colleges & universities	44
Two-year or junior colleges	26
Vocational & bus. schools	150 (approx.)

Medical facilities:

Hospitals	135
Clinics	160

Labor analysis:

Civilian labor force	2,960,000
Public high school graduates	63,000

For additional labor market information, contact Virginia Employ. Commission, P.O. Box 1358, Richmond, VA 23211, 804/786-1485.

Environment controls:

Air Pollution: Richard L. Cook, Exec. Dir., Air Pollution Control Bd., P.O. Box 10089, Richmond, VA 23240, 804/786-2378

Water Pollution: Richard N. Burton, Exec. Sec'y, State Water Control Bd., P.O. Box 11143, Richmond, VA 23230, 804/367-0056

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	Thousands	
VIRGINIA	5,346.3	5,845.1
Alexandria	103.2	111.8
Arlington	152.6	156.4
Blacksburg	30.6	NA
Bristol*	43.0	42.5
Charlottesville	45.0	40.9
Chesapeake	114.2	134.9
Danville	45.6	45.0
Hampton	122.6	126.4
Harrisonburg	19.7	27.8
Lynchburg	66.7	69.1
Newport News	144.9	159.4
Norfolk	267.0	277.9
Petersburg	41.1	41.2
Portsmouth	104.6	111.5
Richmond	219.2	216.3
Roanoke	100.4	100.9
Suffolk	47.6	51.4
Virginia Beach	262.2	328.4

*Bristol is a two-state city. Total includes both Va. and Tenn.

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	Thousands	
Charlottesville	113.6	122.7
Danville	111.8	112.5
Johnson City-Kingsport-Bristol, TN/VA	433.6	449.0
Lynchburg	141.2	148.4
Norfolk-Virginia Beach-Newport News	1,171.1	1,306.7
Richmond-Petersburg	761.3	817.5
Roanoke	224.5	227.1
Washington, DC/MD/VA	3,251.0	3,544.0

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
VIRGINIA	427.2	41.5	9.10
Bristol	9.9	42.4	7.74
Lynchburg	24.0	41.4	8.67
Norfolk-Virginia Beach-Newport News	67.0	NA	NA
Northern Virginia	34.3	40.3	10.20
Richmond-Petersburg	63.5	41.9	11.70
Roanoke	20.7	41.7	8.76

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	151.3	NA	NA
MANUFACTURING	423.3	40.1	8.52
DURABLE GOODS	201.2	40.8	8.48
Lumber & wood prods.- SIC 24	22.8	39.3	6.27
Furniture & fixtures-SIC 25	24 0	39.1	5.55
Stone, clay, & glass prods.- SIC 32	14.6	40.5	7.67
Primary metal industries-SIC 33	10.9	41.4	9.46
Fabricated metal products-SIC 34	19.3	42.5	9.01
Machinery, except electrical-SIC 35	15.9	40.5	8.66
Electrical & electronic equip.-SIC 36	42.9	39.4	8.88
Transportation equipment-SIC 37	43.7	NA	NA
Instruments & related prods.-SIC 38	3.8	39.0	6.44
Misc. mfg. industries-SIC 39	3.2	39.4	6.91

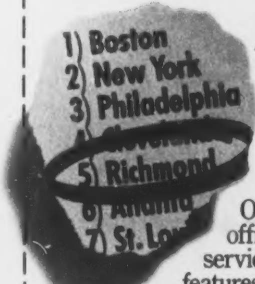
Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
VIRGINIA	3,011.6	118.2	3.9
Charlottesville	65.7	1.5	2.2
Danville	51.1	3.3	6.5
Lynchburg	71.5	3.5	4.9
Norfolk-Virginia Beach-Newport News	598.8	26.1	4.4
Richmond-Petersburg	428.8	16.1	3.7
Roanoke	122.1	4.8	3.9

*preliminary figures

When Congress Established The Top Financial Centers In America, We Came In Fifth.



Of the 12 Federal Reserve Bank Districts in America, only one is located in a metropolitan area with a population of less than a million. But 14 Fortune 500 companies haven't set up headquarters in The Richmond Area just because we're a money center. They also like our extremely low operating costs. Our highly educated, non-union workforce. Our rich cultural environment. Our large office inventories. Our sophisticated support services. And our diverse economy, which features leading companies in pharmaceuticals, banking, retailing, chemicals, manufacturing, and utilities. It won't take an act of Congress to find out more. Just call or write for our comparative study, "An Office Environment That Works."

The Richmond Area

Metropolitan Economic Development Council, Suite D, 201 East Franklin Street, Richmond, Virginia 23219 (804) 643-3227 Fax # (804) 343-7167

Circle 33 on Brochure Service Card

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Charlottesville	35	77	4189	1220
Danville	38	78	3856	1384
Lynchburg	35	76	4323	1074
Norfolk	40	78	3446	1458
Richmond	37	78	3960	1336
Roanoke	36	76	4315	1085

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	829	6,384
Gem stones	NA	W
Iron oxide pigments (crude)	W	W
Lime	602	26,741
Sand & gravel (construction)	9,500	41,000
Stone:		
Crushed	50,800	216,500
Dimension	10	3,128
Combined value of aplite, cement, gypsum, kyanite, sand and gravel (industrial), talc, vermiculite, and values indicated by symbol W		88,290
Total 1986 (preliminary)		382,043

* thousand short tons

W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alexandria 3, 5 (Wash., D.C.)
Blacksburg (Roanoke)
Charlottesville 1, 5, 6, 8, 9, 11, 18, 21, 24
Chesapeake 1, 2, 4, 5 (Norfolk)
Danville 3, 5, 19
Hampton 1 (Newport News)
Lynchburg 1, 4-6, 8, 9, 18, 20, 21, 26, 27
Newport News 1, 6, 8, 21, 24, 25
Norfolk 1-7, 10-13, 16-18, 21-25
Petersburg 1, 4 (Richmond)
Portsmouth 1, 2, 4, 5 (Norfolk)
Richmond 1, 5-8, 13, 16, 18, 21, 23-27
Roanoke 3, 4, 6, 8, 11, 14, 15, 18, 21
Suffolk 1, 4 (Norfolk)
Virginia Beach 2, 5 (Norfolk)

Railroads

1. CSX Transportation, Inc.
2. Eastern Shore Railroad
3. Norfolk Southern Corp.
4. Norfolk & Western
5. Southern Railway System

Airlines

6. Allegheny Commuter
7. American
8. American Eagle
9. Avair, Inc.
10. Continental
11. Continental Express-Colgan Airways
12. Continental Express-Presidential Airways
13. Delta
14. Delta Connection-Atlantic Southeast
15. Delta Connection-Comair
16. Eastern
17. Pan Am Air Partner-Colgan Airways
18. Piedmont
19. Piedmont Commuter-CCAir
20. Piedmont Commuter-Jetstream Intl.
21. Piedmont Regional-Henson
22. TWA
23. United
24. United Express-Air Wisconsin
25. USAir
26. Wheeler Airlines
27. WRA, Inc.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

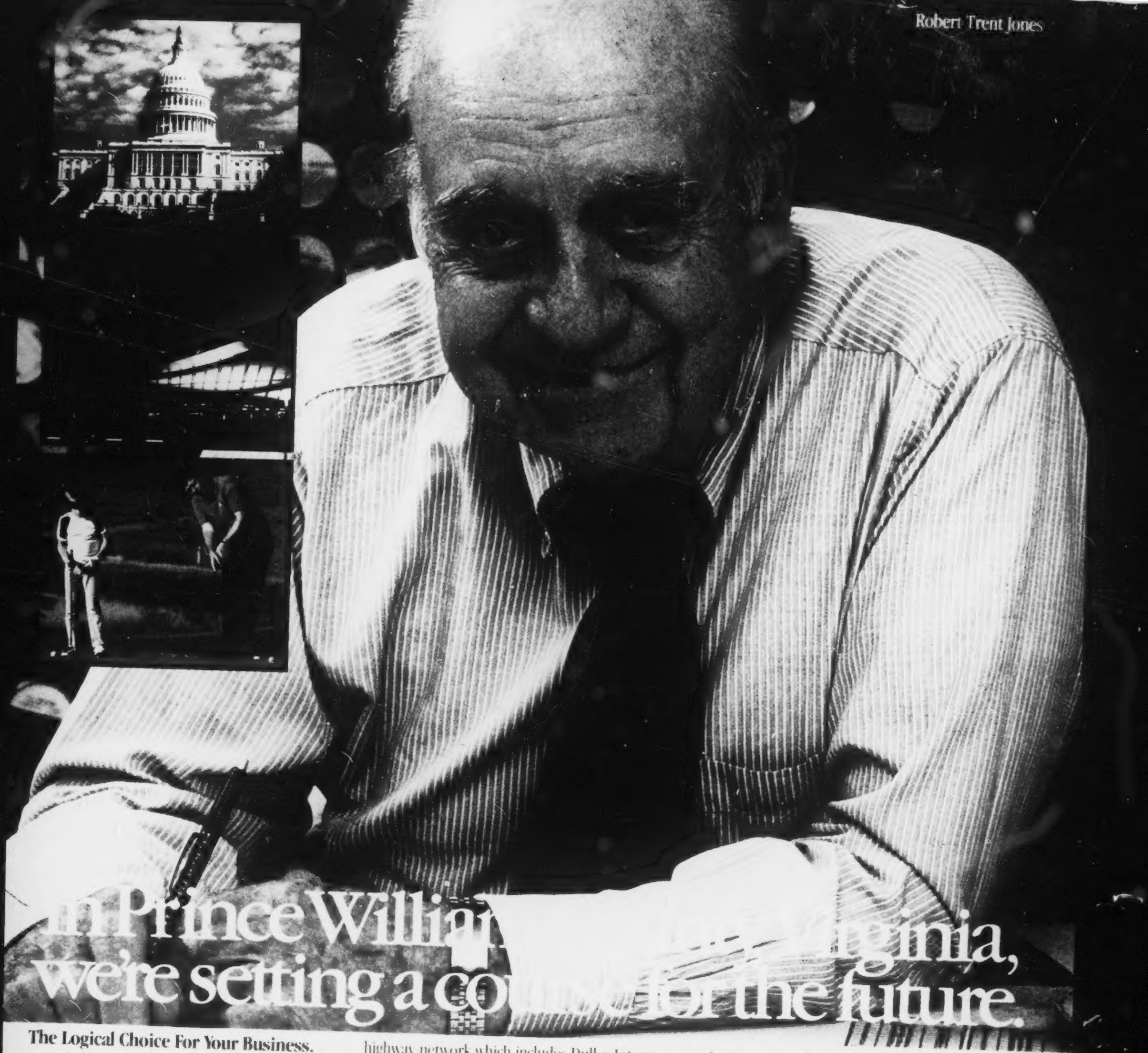
Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alexandria — 11e, 13g
Blacksburg — 1e, 10g
Charlottesville — 11e, 2g
Chesapeake — 11e, 3g, 6g, 12g
Danville — 1e, 4eg
Hampton — 11e, 12g
Lynchburg — 1e, 5g
Newport News — 11e, 12g

Area Wage Survey

Average straight-time hourly earnings

	Norfolk-Virginia Beach-Portsmouth VA/NC 5/86	Richmond 6/86	Washington, DC/MD/VA 3/86
Office, professional, & technical			
Payroll clerks $	6.49	7.45	8.10
Accounting clerks	6.42	7.36	7.85
File clerks	5.58	5.41	6.34
Typists	6.03	6.59	7.00
Key entry operators	5.80	6.31	7.00
Secretaries	7.86	8.96	10.19
Stenographers	NA	8.99	NA
Switchbd opr-recept's	5.55	6.14	7.30
Word processors	6.32	7.51	8.72
Drafters	8.75	9.41	9.06
Electronics technicians	11.81	14.54	13.55
Computer operators	7.76	8.88	9.77
Computer programmer	10.96	12.87	14.03
Computer systems analysts	15.41	16.63	16.08
Maintenance & powerplant			
Carpenters	10.87	12.21	12.52
Electricians	12.86	14.70	13.14
Engineers, stationary	NA	14.72	13.73
Machinists	10.32	14.29	NA
Mechanics (machinery)	10.81	16.84	NA
Custodial & material movement			
Guards	4.50	4.32	5.49
Janitors, porters & cleaners	4.77	4.96	4.19
Laborers, mat'l handling	6.98	7.61	8.41
Shippers & receivers	9.35	9.58	8.52
Truckdrivers	7.49	9.56	10.64
Forklift operators	7.18	9.91	10.84


Robert Trent Jones
In Prince William County, Virginia,
we're setting a course for the future.

The Logical Choice For Your Business.

Robert Trent Jones. The name conjures up images of the most challenging and well-planned golf courses in the world. All of them strategically located.

When this world-famous golf course architect recently selected a location for the only resort in the world that would bear his name, it was Prince William County, Virginia.

Why?

Because Robert Trent Jones knows where to make a smart move at the right time. Like so many other corporate leaders he knows that Prince William County is emerging as one of the hottest business locations in America today. An environment that breeds success and profitability. With a location that's as beautiful as it is strategic.

Prince William enjoys all the advantages of metropolitan Washington, D.C. Like a mid-Atlantic location that's within 500 miles of nearly half of the nation's population. An efficient airport-rail-highway network which includes Dulles International Airport, just minutes away. A delightfully mild climate. Outstanding cultural, educational and recreational opportunities. And one of the most highly educated work forces in the metropolitan area and in the country.

So if you're selecting a new home for your company or considering an expansion into Washington's dynamic economic environment, Prince William County will give your company the returns and profits you're looking for.

Everything Your Company Needs. And More.

Consider our affordable and plentiful land. We have 7,000 beautiful acres already zoned or planned for commercial or industrial development.

Then add our progressive right-to-work environment fueled by a highly skilled labor force that's young and eager to work.

You'll find that Prince William is also a great place to live. We've got a wide variety of attractive neighborhoods. And our homes are priced thousands of dollars less than comparable homes in other Washington metropolitan localities.

Of course there's our innovative, nationally recognized public school system and our own variety of abundant cultural, recreational and historical resources.

With all we have to offer, it's easy to see why Robert Trent Jones, like so many other corporate investors, has discovered that Prince William County is a powerful place to conduct business.

PRINCE WILLIAM
COUNTY, VIRGINIA
Washington's surprising neighbor

For more information about Prince William County, write to the Office of Economic Development, 4349 Ridgewood Center Drive, Prince William, Virginia 22192-5308. Or call (703) 335-6[illegible]. In the Washington area call 631-1480.

Circle 34 on Brochure Service Card

VIRGINIA/WEST VIRGINIA

Norfolk — 11e, 12g
Petersburg — 11e, 3g
Portsmouth — 11e, 3g, 6g
Richmond — 11e, 7g
Roanoke — 1e, 8g
Suffolk — 11e, 3g, 6g, 9g
Virginia Beach — 11e, 12g

1. Appalachian Power Co.
   40 Franklin Rd., Box 2021
   Roanoke 24022
2. Charlottesville Gas Div., 305 4th St., N.W., Charlottesville 22902
3. Commonwealth Gas Services Inc.
   200 S. 3rd St., Richmond 23219
4. Danville Water, Gas and Elec. Depts.
   Municipal Bldg., 418 Patton St.,
   Drawer 3308, Danville 24543
5. Lynchburg Gas Co.
   600 Main St., Lynchurg 24504
6. Portsmouth Gas Co.
   800 Loudoun Ave., Portsmouth 23707
7. Richmond Dept. of Pub. Utilities
   600 E. Broad St., Richmond 23219
8. Roanoke Gas Co.
   519 Kimball Ave., N.E., Roanoke 24016
9. Suffolk Gas Corp.
   130 Commerce St., Suffolk 23434
10. Tennessee-Virginia Energy Corp.
    108 W. 10th Ave. Johnson City, TN 37601
11. Virginia Elec. and Power Co.
    1 James River Pl., P.O. Box 26666
    Richmond 23261
12. Virginia Natural Gas
    5100 E. Virginia Beach Blvd., Norfolk 23502
13. Washington Gas Light Co.
    1100 H St., N.W., Washington, DC 20080

Utility serving cities under 25,000:

Old Dominion Elec. Co-op
Ernest Jordan, Jr., Exec. V.P.
4222 Cox Rd., Glenallen 23060
804/747-0592

DEVELOPMENT COUNSELORS:

State Development Agency

Keogh, Hugh, Dir.
Virginia Dept. of Econ. Dev.
1000 Washington Bldg.
Richmond, 23219
804/786-3791

Areas & Others

Chesterfield

Blankenship, Charles J., Dir.
Chesterfield Cty. Econ. Dev.
P.O. Box 40, 23832
804/748-3963

Lynchburg

Cobb, V. Lee, Dir.
Office of Econ. Dev.
City of Lynchburg
P.O. Box 60, 24505
804/847-1732

Newport News

Denton, Julius A. "Bud", III, Exec. Dir.
Va. Peninsula Econ. Dev. Council
P.O. Box 6000, 23606
804/873-0000

Ward, Thomas E., Dev. Dir.
City of Newport News
2400 Washington Ave., 23607
804/247-8428

Norfolk

Wingfield, Greg, Pres.
Forward Hampton Roads
1214 First Virginia Bank Tower, 23510
804/627-2315

Prince William

Wright, Michelle, Mktg. Mgr.
Prince William County
4349 Ridgewood Ctr. Dr., 22192
703/335-6680

Richmond

Agostino, Frederick, Exec. Dir.
Henrico Cty. Ind. Dev. Auth.
P.O. Box 27032D, 23273
804/747-4212

Stafford, William M., Dir.
Virginia Power Econ. Dev.
P.O. Box 26666, 23261
804/771-3406

Stewart, Jennifer L., Econ. Dev. Mgr.
Commonwealth Gas Svcs., Inc.
P.O. Box 35800, 23235-0800
804/323-5349

Wood, A. J. Christopher, Exec. Dir.
Metropolitan Econ. Dev. Council
201 E. Franklin, 23219-2281
804/643-3227

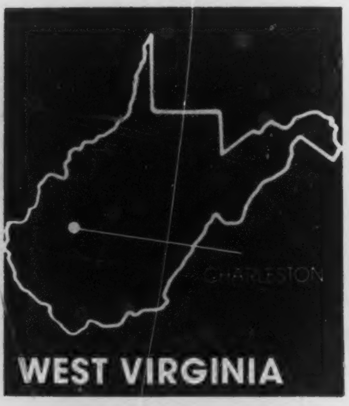
Roanoke

Bowman, Robert Y., Exec. Dir.
The Regional Partnership of Roanoke Valley, Inc.
P.O. Box 2797, 24001
703/343-1550

Saul, Charles R., Econ. Dev.
Appalachian Power Co.
40 Franklin Rd., S.W., 24009
703/985-2623

Virginia Beach

DeBellis, A James, Dir.
Dept. of Econ. Dev.
City of Virginia
770 Lynnhaven Pky., Ste. 200, 23452
804/498-4567



STATE INFORMATION:

Financial assistance to industry:

- Freeport amendment
- Small business tax credit
- West Virginia capital company credit
- Revenue bonds for land, buildings, & equipment
- Revenue bonds for pollution control
- Aid for job training (recruiting/testing/job placement services)
- Economic Development Authority — 4 competitively priced loan programs
- Site location & improvement assistance
- Access roads
- Investment tax credit/other tax incentives
- New "Super Tax Credit" for job creation
- Corporate Headquarters Tax Credit
- Two new financing agencies:
  - W. Virginia Ind. Assistance Corp.
  - W. Virginia Ind. & Trade Dev. Corp.

Tax rates:

Corporate income tax	9.675%
Personal income tax	3%-6.5%
Sales tax (no tax on food for human consumption; companies generally do not pay sales tax on items used in business)	5%
Incorporation tax	graduated
Franchise registration fee	$15/year
Inventory tax	varies locally
Gasoline tax	$.105/gal. +5% sales tax

Advanced education facilities:

Four-year colleges & universities	19
Two-year or junior colleges	5
Graduate colleges	3

Vocational & business schools:

7	Multicounty vocational centers
26	High schools with vocational units (at least five or more)
31	County centers (five or more occupational areas)
16	Special schools offering vocational education
76	Private schools

Medical facilities:

General hospitals	68
Specialty hospitals	4
Nursing homes	106
Rural health clinics (Medicare-certified)	31
Home health agencies	54

Labor analysis:

Civilian labor force	743,300 (10/87)
Public high school graduates	22,000+ (1986)

For additional labor market information, contact Dept. of Employ. Security, California & Washington Sts., Charleston, WV 25305, 304/348-2660

Environment controls:

Air quality: Air Pollution Control Cmsn., 1558 Washington St. E., Charleston, WV 25311, 304/348-2275

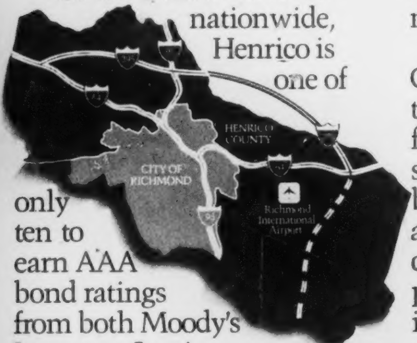
Water quality: Dept. of Natural Resources, Water Resources Div., 1201 Greenbrier St., Charleston, WV 25311, 304/348-2107

GROUNDS FOR LOCATING YOUR BUSINESS IN ONE OF THE BEST-RUN COUNTIES IN AMERICA.

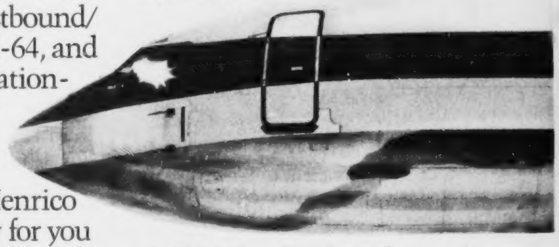
Calling yourself one of the best-run counties in America is a bold claim, to say the least. But exaggerated? Not according to the experts. Not when it comes to Henrico County, Virginia.

Moody's
Standard &Poor's

Of some 3200 counties nationwide, Henrico is one of only ten to earn AAA bond ratings from both Moody's Investors Service and Standard & Poor's. And recently *City & State* magazine, in ranking the country's top counties, listed Henrico among the top 40 "Financial Powerhouses" in America. No wonder four Fortune 500 companies already have their headquarters here.

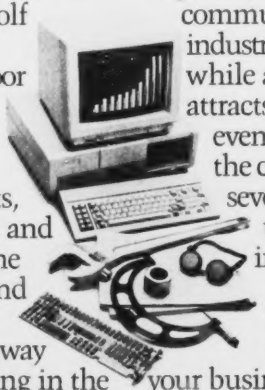


Situated in the heart of the Eastern Seaboard, Henrico County puts your business within 500 miles of nearly half the nation's population. That's not far when you consider that this is where the Canada-to-Florida route of Interstate 95 intersects eastbound/westbound I-64, and where a major international airport is currently undergoing a $35 million expansion.



Even though Henrico County makes it easy for you to travel, you'll probably find yourself wanting to stick around. Many neighborhoods here include swim and racquet clubs, golf courses, and quiet parks. Right next door is historic Richmond, Virginia's capital, with its renowned monuments, museums, and cobblestone streets. And just two hours away are skiing in the breathtaking Blue Ridge Mountains and sunbathing on the beaches of the Atlantic.

When it comes to educating your children, Henrico's at the head of the class, boasting the only school system in the nation with five schools nominated in just two years for Presidential recognition. The educational resources here also strengthen your work force. Over 70% of all high school graduates in Henrico County go on to higher education. And they don't have to go very far to find it. Local community colleges offer industrial training programs, while a nearby university attracts one of the largest evening enrollments in the country. In addition, several other major universities are within an hour's drive.



If you're interested in how Henrico County can work for your business, just contact Frederick Agostino, Executive Director, Industrial Development Authority, at (804) 747-4212, or P.O. Box 27032D, Richmond, Virginia 23273. He'll be happy to send you information on a variety of specific sites, from office parks to industrial locations.

Then you'll have even more grounds for moving here.

HENRICO COUNTY, VIRGINIA

One of The Best-Run Counties in America.

Circle 35 on Brochure Service Card

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	Thousands	
WEST VIRGINIA	1,949.6	1,951.7
Charleston	64.0	58.7
Huntington	63.7	60.8
Morgantown	27.6	NA
Parkersburg	40.0	39.3
Wheeling	43.1	40.8

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	Thousands	
Charleston	269.6	269.6
Cumberland, MD/WV	107.8	104.5
Huntington-Ashland, WV/KY/OH	336.0	338.1
Parkersburg-Marietta, WV/OH	162.8	158.8
Steubenville-Weirton, OH/WV	163.1	155.3
Wheeling, WV/OH	185.6	179.7

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
WEST VIRGINIA	87.1	41.1	10.73
Charleston	11.4	43.8	13.48
Huntington-Ashland	19.3	40.5	12.19
Parkersburg-Marietta	14.4	42.1	11.99
Wheeling	7.2	43.0	12.81

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	23.4	36.7	14.16
MANUFACTURING	89.6	39.9	10.24
DURABLE GOODS	49.8	40.1	10.25
Lumber & furniture-SIC 24	6.2	NA	NA
Stone, clay, & glass prods.-SIC 32	9.9	39.1	9.74
Primary metal industries-SIC 33	15.2	40.8	13.23
Fabricated metal products-SIC 34	5.5	40.9	9.47
Machinery, except electrical-SIC 35	6.0	39.3	10.11
Electrical & electronic equip.-SIC 36	3.1	41.6	10.60
Transportation equipment-SIC 37	NA	NA	NA

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WEST VIRGINIA	743.3	70.1	9.4
Charleston	118.0	10.0	8.5
Huntington-Ashland	124.2	11.0	8.8
Parkersburg-Marietta	71.4	5.1	7.1
Wheeling	70.5	5.5	7.8

*preliminary figures

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	229	3,670
Salt	783	W
Sand & gravel (construction)	1,100	4,100
Stone (crushed)	9,600	37,700
Combined value of cement, gem stones, lime, salt, and sand and gravel (industrial), and values indicated by symbol W		69,008
Total 1986 (preliminary)		114,478

* thousand short tons

W withheld to avoid disclosing company proprietary data

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Charleston — 1e, 2g
Huntington — 1e, 2g, 4g
Morgantown — 5e, 3g
Parkersburg — 5e, 3g
Wheeling — 6e, 2g

1. Appalachian Power Co.
   40 Franklin Rd., Box 2021, Roanoke, VA 24022
2. Columbia Gas of West Virginia
   200 Civic Center Dr., Columbus, OH 43215
3. Consolidated Gas Transmission Corp., 445 W. Main St., Clarksburg 26301
4. Inland Gas Co.
   P.O. Box 1180, Ashland, KY 41101
5. Monongahela Power Co.
   1310 Fairmont Ave., Fairmont 26554
6. Wheeling Elec. Co.
   51-16th St., Box 751, Wheeling 26003

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Charleston	33	75	4697	1007
Fairmont	30	73	5354	761
Huntington	33	75	4676	1121
Morgantown	30	73	5360	768
Parkersburg	31	75	4957	1011
Wheeling	29	70	5450	840

DEVELOPMENT COUNSELORS:

State Development Agency

Dudley, Lysander L., Sr., Ind. Dev. Dir.
Governor's Off. of Comm. & Ind. Dev.
State Capitol
Charleston, 25305
304/348-0400

Areas & Others

Clarksburg
Lilly, Burkey, Econ. Dev. Mgr.
Hope Gas, Inc.
445 W. Main St., 26301
304/623-8611

Fairmont
Dally, James
Marion Chamber of Comm.
140 Rosewood, 26655
304/363-0442

Huntington
Malott, George L., Interim CEO
Mayor's Office
City of Huntington
P.O. Box 1659, 25717
304/696-5540

Martinsbug
Reinke, Donald G., Dir.
Berkeley Cty. Dev. Auth.
P.O. Box 2086, 110 Burke St., 25401
304/267-4144

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EAST NORTH CENTRAL

- ILLINOIS
- INDIANA
- MICHIGAN
- OHIO
- WISCONSIN

Regional Review

Following are summaries of some of the events affecting site location in each of the East North Central states in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Illinois. Legislation in the state in fiscal 1987 expanded the number of enterprise zones, bringing the total to 59. Also passed was the third consecutive $10-million tourism budget. Tourism represented nearly $9.4 billion to the state in 1986 and accounted for over 157,000 jobs.

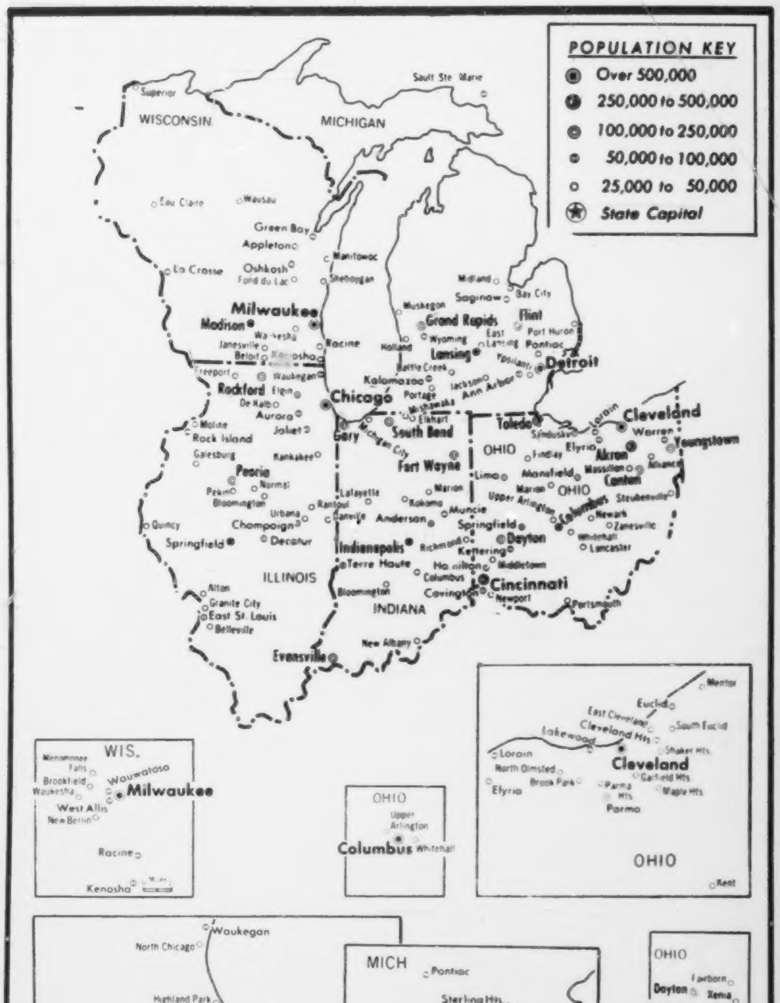
Build Illinois is a program proposed by Governor James R. Thompson in Feb. 1985 to foster new business and to assist expanding businesses. In fiscal 1987, Build Illinois financed loans totalling over $10 million to 13 companies, two communities, and one university. The loans went to pay for facility expansions, new locations, an infrastructure expansion, groundwater testing, and the creation of a small-business incubator.

1987 also saw the opening of a trade office in Tokyo and a European trade mission. The purpose of each was to seek foreign investment in Illinois.

To summarize 1987, one state spokesperson said Illinois had "steady growth in its economy, and the state government re-emphasized its priority on economic development."

Indiana. In the period 1985 to 1986, the Hoosier state experienced a 3.9% job-growth rate, which was the fifth-highest in the country. From Feb. 1983 to Feb. 1987, the number of jobs grew 14.61%, as compared with the national growth rate of 13.17% for that period.

A law passed in 1987 should increase the state's investment income by an estimated $1.4 million. The new law requires


POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
WISCONSIN
MICHIGAN
ILLINOIS
INDIANA
OHIO
Milwaukee
Madison
Chicago
Detroit
Cleveland
Cincinnati
Indianapolis
Columbus
Toledo
Akron
Dayton
Fort Wayne
South Bend
Grand Rapids
Flint
Lansing
Rockford
Peoria
Springfield
Evansville
Gary
Youngstown
Canton
WIS.
OHIO
MICH
CAN
ILL
IND
KY
PA
Louisville

Copyright, American Map Co., Inc., New York, No. 18303-A large corporate taxpayers to make their tax payments electronically through an automated clearinghouse, thus eliminating four to five days of check float. Indiana is the first state to begin a program of this kind.

South Bend and Indianapolis both earned the distinction of being among the top 50 U.S. cities last year, according to *Inc.* magazine's "Annual Ranking of America's Cities" in its March 1988 issue. South Bend was rated 18th, up from 24th the year before, and Indianapolis jumped to 35th from 71st place in 1986. The cities were judged on job generation, rate of significant new business start ups, and the percentage of fast-growing young companies.

Michigan. An article in the March 31, 1988, *New York Times*—"Out-of-Work Michiganders No Longer Out of Luck"—described how the state is surviving despite recent crippling blows to its manufacturing-based economy. The article stated that "despite continued plant closings and layoffs—General Motors alone laid off more than 15,000 of the state's workers last year as a result of plant closings—the Michigan economy has managed since 1982 to add half a million more jobs than it lost."

What is the secret to the state's survival? The rise in retail, service and professional establishments, as well as small-engineering and applied technology companies. These new industries have helped laid-off automotive workers find employment.

In addition the state is making an effort to reduce costs for business. Last ye legislation was passed on workers' compensation reform and on liability limitations of corporate and noncorporate directors and officers. The state is also encouraging development in new, innovative manufacturing technologies. According to the state's department of commerce, businesses are demonstrating their confidence in the Michigan economy by investing more in manufacturing construction in the state than in any other state in the nation.

Ohio. As with the other East North Central states, Ohio is well along on the road to recovery from the recession of the early 1980s. The following examples illustrate this.

In 1983 taxes had been raised to counteract the affects of the recession. However, expected windfalls from federal tax reform prompted the state legislature to reduce income taxes 7% in fiscal 1987, and they will come down another 8% in 1988.

In 1978, the city of Cleveland became the first U.S. city since the Depression to default on its financial obligations. In 1987 the city not only repaid the last of its debt, but did it two years ahead of schedule. Today, downtown Cleveland is gaining office space at the rate of 500,000 sq. ft. a year.

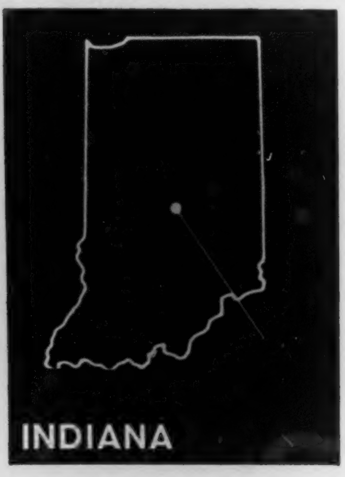
The big news in facility locations in Ohio last year was a $380-million Honda factory, which broke ground on March 20, 1988, in Marysville and will join another Honda facility already in Marysville. These plants represent the company's only U.S. auto-assembly plants. The new plant will employ 1,800

Wisconsin. The 1987 Wisconsin Executive Budget contained a number of provisions that will affect economic development in the state. For starters, the Wisconsin Development Fund was given a huge increase—$10.5 million annually, up from a previous budget of $1 million—to use in providing loans and grants for customized labor training, as well as for projects that will affect communities, regions, or the state.

Another budget provision: to promote business development in Wisconsin, the Forward Wisconsin partnership between the state and private businesses was given a boost in appropriation from $470,000 to $500,000.

On the tax front, in 1987 personal income tax was reduced from a top rate of 7.9%, to 6.93%. Inheritance taxes will be phased out over a five-year period. And, the phone industry will receive a $14.6-million reduction in gross-receipts taxes, to be phased in over two years.

New facilities announced in the state in 1987 included Quad/Graphics, which will bring 1,200 jobs to Hartford; Miller Brewing Company, which will build a $12-million hops-processing in Watertown; and Bombardier Corp., which will bring a national-sales and regional-distribution plant to Wausau. Announced expansions included a new General Motors Corp. truck line to Janesville. ☐



INDIANA

STATE INFORMATION:

Financial assistance to industry:

- Bonds for mfg. facilities
- Job training, assistance
- Enterprise Zones
- Building tax abatement (graduated)
- Mfg. machinery & equipment tax abatement (graduated)
- Financial assistance programs
- Grants & loans for site development
- Corp. for Science & Technology
- Corp. for Innovation Development

Tax rates:

Corporate income tax	approx. 3.4%
Personal income tax	3.4%
Personal property tax	varies locally
Sales tax	5%
Franchise tax	none
Incorporation tax	$90 minimum, $15 certification fee
Inventory tax	average ⅓ of 65% of cost of inventory
Gasoline tax	$.14/gal.

Advanced education facilities:

Four-year colleges & universities	63
Two-year or junior colleges	75
Vocational & business schools	144

Medical facilities:

Hospitals:	
General medical	118
Spec. medical	8 (3 fed.)
Mental facilities	11
Psychiatric	19
Ambulatory surgery units	22
Clinics	25

Labor analysis:

Civilian labor force	2,772,200 (11/87)
High-school grads.	61,201 (1986)

For additional labor market information, contact Dept. of Employ. & Training Svcs., 10 N. Senate Ave., Indianapolis, IN 46204, 317/232-7722

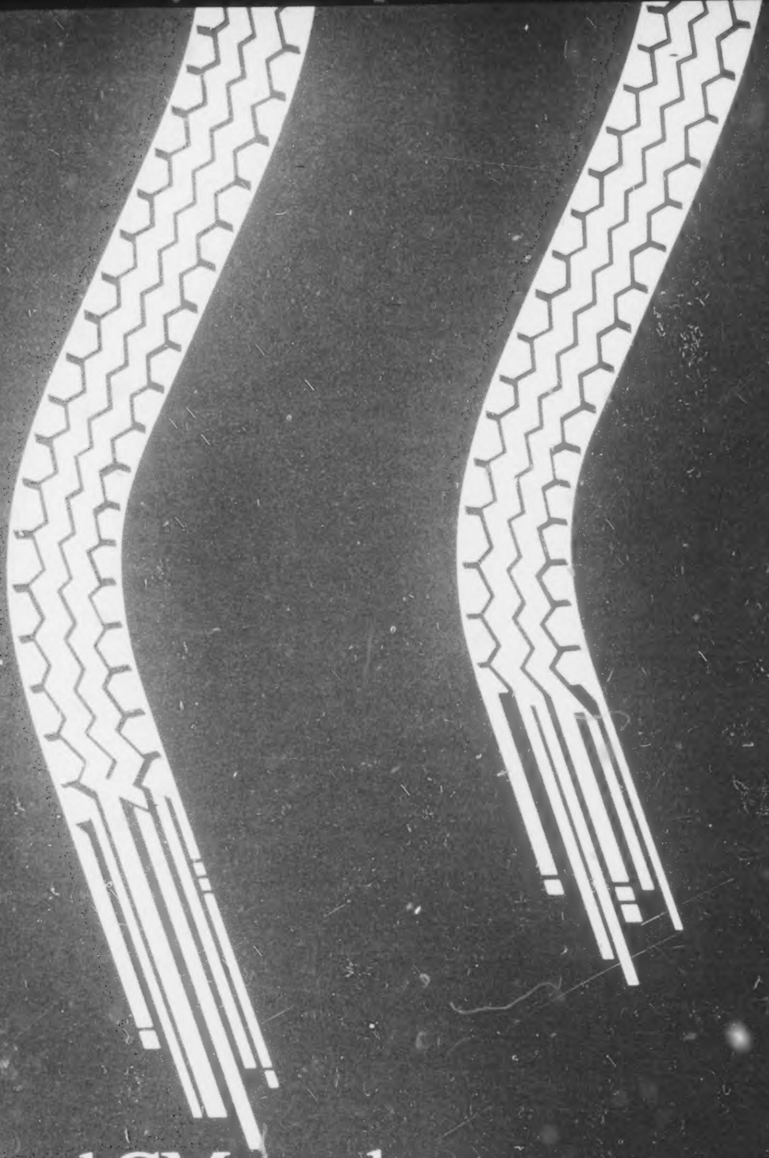
Environment controls:

Air & water pollution: Dept. of Environ. Mgt., 105 S. Meridan St., Indianapolis, IN 46202, 317/232-8603

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
INDIANA	5,490.2	5,571.9
Anderson	64.7	60.8
Bloomington	51.6	52.4
Columbus	30.3	NA
East Chicago	39.8	37.1
Elkhart	41.3	44.6
Evansville	130.5	129.5
Fort Wayne	172.2	170.3
Gary	152.0	143.4
Hammond	93.7	89.7
Highland	25.9	NA
Indianapolis	700.8	722.8
Kokomo	47.8	46.9
Lafayette	43.0	43.8
Lawrence	25.6	NA
Marion	35.9	NA
Merrillville	27.7	NA



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INDIANA

Michigan City	36.9	NA
Mishawaka	40.2	41.5
Muncie	77.2	74.2
New Albany	37.1	37.9
Portage	27.4	NA
Richmond	41.3	39.5
South Bend	109.7	108.6
Terre Haute	61.1	57.5

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	Thousands	
Anderson	139.3	132.0
Bloomington	98.4	101.2
*Cincinnati, OH/KY/IN	1,401.4	1,419.3
Elkhart-Goshen	137.3	146.8
Evansville, IN/KY	276.0	284.0
Fort Wayne	354.0	357.0
*Gary-Hammond	642.8	634.0
Indianapolis	1,166.9	1,219.6
Kokomo	103.7	103.3
Lafayette	121.7	123.0
Louisville, KY/IN	957.0	970.5
Muncie	128.6	123.5
South Bend-Mishawaka	280.8	241.2
Terre Haute	176.6	133.0

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
INDIANA	614.9	42.5	11.09
Gary-Hammond	55.9	NA	NA
Indianapolis	106.5	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
INDIANA	2,779.6	157.4	5.7
Anderson	58.8	3.5	5.9
Bloomington	61.4	2.0	3.2
Elkhart-Goshen	93.6	4.3	4.6
Evansville	141.1	8.9	6.3
Fort Wayne	195.1	9.6	4.9
Gary-Hammond	249.8	19.4	7.8
Indianapolis	663.4	33.4	5.0
Kokomo	49.6	3.4	6.9
Lafayette	66.4	2.1	3.2
Muncie	60.1	4.1	6.8
South Bend-Mishawaka	128.7	7.0	5.4
Terre Haute	58.7	3.4	5.8

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	89.1	NA	NA
MANUFACTURING	610.3	40.9	10.71
DURABLE GOODS	443.9	40.9	11.12
Lumber & wood prods.-SIC 24	19.8	39.3	7.19
Furniture & fixtures-SIC 25	20.9	40.1	7.29
Stone, clay, & glass prods.-SIC 32	18.6	41.6	10.22
Primary metal industries-SIC 33	74.5	41.7	13.34
Fabricated metal products-SIC 34	55.2	41.3	9.85
Machinery, except electrical-SIC 35	64.9	41.5	10.94
Electrical & electronic equip.-SIC 36	86.2	40.9	11.39
Transportation equipment-SIC 37	81.7	40.4	12.50
Instruments & related prods.-SIC 38	12.6	39.5	9.12
Misc. mfg. inds.-SIC 39	9.7	40.6	8.01

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	400	29,000
Portland	2,100	92,400
Clays (excl. fire clay)	741	2,764
Gem stones	NA	W
Peat	52	1,038
Sand & gravel:		
Construction	16,700	48,200
Industrial	190	1,300
Stone:		
Crushed	22,200	77,200
Dimension	191	20,252
Combined value of abrasives (natural), gypsum, lime, stone (crushed, marl), and value indicated by symbol W		29,155
Total 1986 (preliminary)		301,309

* thousand short tons

W withheld to avoid disclosing company proprietary data

CLIMATE:

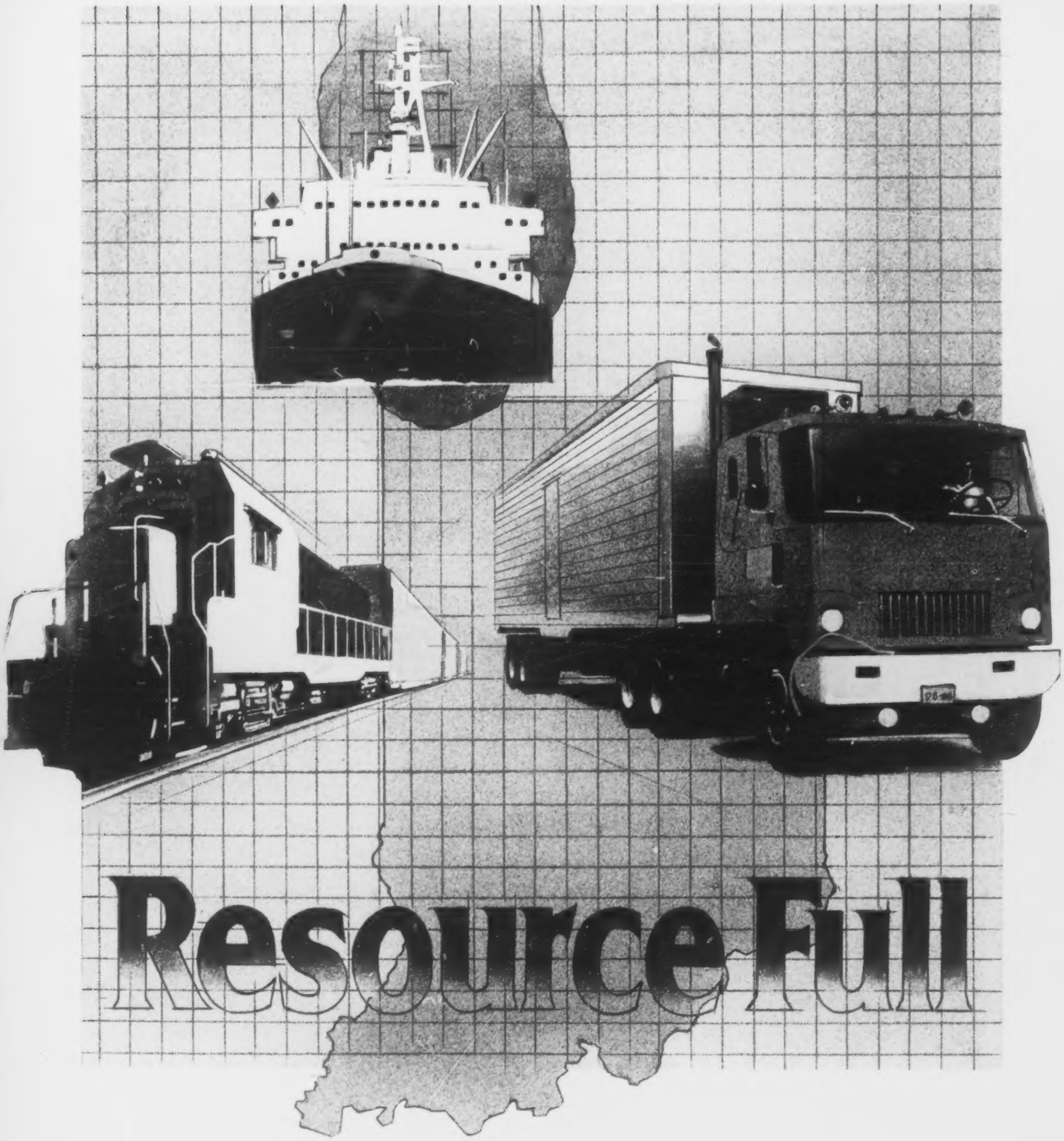
Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Anderson	26	74	5884	890
Columbus	28	75	5509	964
Evansville	31	78	4729	1378
Fort Wayne	23	73	6320	786
Gary	23	74	6251	875
Indianapolis	26	75	5650	988
Kokomo	25	74	6035	962
Marion	24	73	6318	734
Richmond	26	73	5973	728
South Bend	23	73	6377	710
Terre Haute	26	76	5521	1049

Area Wage Survey

Average straight-time hourly earnings

	Gary-Hammond-E. Chicago, IN 11/86	Indianapolis 10/86	South Bend 8/86	Louisville, KY/IN 11/86
Office, professional, & technical				
Payroll clerks $	9.78	8.59	7.30	8.03
Accounting clerks	9.82	7.14	6.73	7.87
File clerks	NA	4.86	5.16	5.70
Typists	8.44	6.23	NA	6.36
Key entry operators	8.99	6.56	6.33	6.17
Secretaries	10.34	9.81	9.41	9.82
Stenographers	NA	9.58	NA	NA
Switchbd opr-recep'st	6.38	5.89	6.23	6.72
Word processors	NA	7.59	6.20	NA
Drafters	11.60	12.23	9.51	13.24
Electronic technicians	14.79	12.26	11.96	10.28
Computer operators	11.03	8.96	8.15	9.13
Computer programmers	13.46	11.09	11.14	13.13
Computer systems analysts	16.00	16.32	15.20	16.67
Maintenance & powerplant				
Carpenters	13.33	14.46	10.89	13.23
Electricians	14.35	14.74	12.07	14.34
Engineers, stationary	13.13	14.22	NA	12.80
Machinists	14.23	13.23	11.27	13.45
Mechanics (machinery)	14.24	14.26	10.85	15.20
Tool & die makers	NA	14.60	NA	NA
Custodial & material movement				
Guards	6.82	6.32	8.27	4.80
Janitors, porters, & cleaners	6.57	5.89	7.59	5.71
Laborers, material handling	6.33	11.65	11.82	9.86
Shippers & receivers	NA	7.97	9.70	8.39
Truckdrivers	12.64	12.47	9.90	10.90
Forklift operators	11.80	11.10	9.54	10.63



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But our business climate has even more to offer. And Northern Indiana Public Service Company would like to show you just how **Resource Full** Northern Indiana can be. For a brochure, or a videotape, explaining all of the valuable business resources in Northern Indiana, contact:

Ed Bowles
Northern Indiana Public Service Company
5265 Hohman Ave. Hammond, IN 46320
1-800-262-6477

Northern Indiana Public Service Company NIPSCO

Circle 37 on Brochure Service Card

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anderson 3 (Muncie)
Bloomington 4, 7, 18
Columbus 3 (Bloomington)
East Chicago 1, 2, 5, 8, 10 (Chicago, IL)
Elkhart 3, 7, 27
Evansville 3, 4, 12, 15, 18, 21, 23, 30, 32-34, 38
Fort Wayne 3, 9, 10, 13, 14, 20, 21, 25, 29, 32, 33, 37
Gary 2-5, 8, 10 (Chicago, IL)
Hammond 1-5, 8, 10 (Chicago, IL)
Indianapolis 3, 4, 10, 13-21, 23-26, 28-33, 35, 36, 38
Kokomo 3, 10, 22
Lafayette 3, 4, 10, 18, 21, 33
Marion 3, 4, 10 (Kokomo)
Michigan City 2-4, 10 (South Bend)
Mishawaka 3, 6 (South Bend)
Muncie 4, 10, 18
New Albany 3, 4, 11, 12 (Louisville, KY)
Richmond 3, 4, 10 (Dayton, OH)
South Bend 2, 3, 6, 10, 13, 15, 18, 21, 29, 32, 34, 37
Terre Haute 3, 4, 11, 18

Railroads

1. Baltimore & Ohio Chicago Terminal
2. Chicago S. Shore & S. Bend R.R.
3. Conrail
4. CSX Transportation, Inc.
5. Elgin, Joliet & Eastern Railway Co.
6. Grand Trunk Western R.R. Co.
7. Illinois Central Gulf R.R. Co.
8. Indiana Harbor Belt R.R. Co.
9. Norfolk Southern Corp.
10. Norfolk and Western Railway
11. Soo Line Railroad
12. Southern Railway

Airlines

13. Allegheny Commuter
14. American
15. American Eagle
16. American Trans Air
17. Continental
18. Continental Express-Britt North
19. Continental Express-Presidential Airways
20. Delta
21. Delta Connection-Comair
22. Direct Air
23. Eastern
24. Florida Express
25. Midstate Airlines
26. Midway Airlines, Inc.
27. Midway Connection-Iowa Airways
28. Midway Connection-Midway Commuter
29. Northwest
30. Northwest Airlink
31. Pan American
32. Piedmont
33. Piedmont Commuter-Jetstream Intl.
34. Trans World Express-Air Midwest
35. TWA
36. United
37. United Express-Air Wisconsin
38. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anderson — 1e, 3e, 4g
Bloomington — 9e, 4g
Columbus — 9e, 4g
East Chicago — 8eg
Elkhart — 3e, 8g
Evansville — 12eg
Fort Wayne — 3e, 8g
Gary — 8eg
Hammond — 8eg
Highland — 8eg
Indianapolis — 5e, 2g
Kokomo — 9e, 6g
Lafayette — 9e, 4g
Lawrence — 5e
Marion — 3e, 2g, 4g
Merrillville — 8eg
Michigan City — 8eg
Mishawaka — 3e, 7e, 8g
Muncie — 3e, 4g
New Albany — 9e, 4g
Portage — 8eg
Richmond — 3e, 11e, 10g
South Bend — 3e, 8g
Terre Haute — 9e, 13g

1. Anderson Mun. Lt. & Power Dept.
   550 Baxter Rd., Anderson 46011
2. Citizens Gas & Coke Utility
   2020 N. Meridian St., Indianapolis 46202-1306
3. Indiana & Michigan Elec. Co.
   One Summit Sq., Box 60, Ft. Wayne 46801
4. Indiana Gas Co.
   1630 N. Meridian St., Indianapolis 46202
5. Indianapolis Power & Light Co.
   25 Monument Circle, Box 1595-B
   Indianapolis 46206
6. Kokomo Gas & Fuel Co.
   900 E. Blvd., Kokomo 46902
7. Mishawaka Municipal Utilities
   126 N. Church St., Mishawaka 46544
8. Northern Indiana Public Service Co.
   5265 Hohman Ave., Hammond 46320
9. Public Service Co. of Indiana, Inc.
   1000 E. Main St., Plainfield 46168
10. Richmond Gas Corp.
    33 S. 7th St., Richmond 47374
11. Richmond Power & Light
    2000 U.S. 27 S., Box 908, Richmond 47374
12. Southern Indiana Gas & Elec. Co.
    20-24 N.W. 4th St., Evansville 47741
13. Terre Haute Gas Corp.
    632 Cherry St., Terre Haute 47807

Utilities serving cities under 25,000:

Hoosier Energy Rural Elec. Co-op, Inc.
Virgil E. Peterson, Mgr.
P.O. Box 908, Bloomington 47402
812/876-2021

Wabash Valley Power Assn.
Edward Martin, Gen. Mgr.
722 N. High School Rd.
Indianapolis 46224
317/247-1596

DEVELOPMENT COUNSELORS:

State Development Agency

Mutz, Lt. Gov. John, Dir.
Indiana Dept. of Commerce
One N. Capital, Suite 700
Indianapolis, 46204
312/232-8888

Areas & Others

Bloomington

Richey, Thayr, Exec. Dir.
Bloomington Econ. Dev. Corp.
116 W. 6th St., 47401
812/336-6381

Wobler, Gary, Dept. Mgr.
Hoosier Energy Rural Elec. Coop.
P.O. Box 908, 47402
812/879-2021

Heinmiller, Joseph
Bus. Innovation Center
South Central Indiana
1821 W. Third St., 47401
812/332-1111

Clinton

O'Conner, James
Clinton County IDC
224 Elm St., 47842
317/832-3545

Evansville

Vercauteren, Pat, Exec. V.P. & Gen. Mgr.
Metropolitan Evansville C. of C.
100 N.W. Second St., 47708
812/425-8147

Fort Wayne

Brown, David G., Dir. V.P.
Gtr. Ft. Wayne C. of C.
826 Ewing St., 46802
219/424-1435

Adams, Robert Y., Exec. Asst.
Indiana Michigan Power
1 Summit Sq.,
P.O. Box 60, 46801
219/425-2153

Schrock, Lincoln, Dir.
Indiana Northeast Dev.
P.O. Box 11099, 46855

Gary

Arshami, Taghi, Chief of Plng.
Gary Planning Dept.
475 Broadway, Ste 306, 46402

Hammond

Bowles, Edward H., Area Div. Dir.
Northern Indiana Public Service Co.
5265 Hohman Ave., 46320
800/262-6477

Indianapolis

Butler, Joseph, Mgr. Corp. Comm.
Indianapolis Power & Light Co.
P.O. Box 1595B, 46206
317/261-8259

Fowler, Robert D., V.P.
Indiana Chamber of Comm.
One North Capitol, Ste 200, 40204
317/634-6407

Roof, Douglas J., Pres.
Indianapolis Private Ind. Council
32 E. Washington St., 46204
317/639-4441

New Castle

Bogue, Charles R., CID, Pres.
New Castle/Henry Cty.
327 S. 14th St., 47362
317/529-4635

North Vernon
Hicks, Gregory F.
Jennings Cty. Econ. Dev.
Chamber of Commerce
44 Short St., 47265
812/346-2388

Plainfield
Fulford, K. Scott, Econ. Dev. Rep.
Public Service of Indiana
1000 East Main St., 46168
317/838-1954

Richmond
McDermott, Bill, CID, Exec. Dir.
Richmond Econ. Growth & Dev.
50 N. Fifth St., 47374
317/983-7234

South Bend
McMahon, Patrick M., Dir.
Project Future
401 E. Colfax Ave., Ste. 310, 46634
219/234-6590

LANSING
Lake Michigan
MICHIGAN

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings, machinery, & equipment
- Bonds for pollution control
- Complete job training
- Many financial services through local Community Growth Alliances & Economic Development Corporations

Tax rates:

Corporate income tax	NA*
Personal income tax	4.6%
Sales tax	4%
Incorporation fee	$35 min. initial filing fee; $15 annual report fee
Franchise fee	$250
Inventory tax	NA*
Gasoline tax	$.15/gal.

*Eliminated by single business tax: 2.35% of tax base

Advanced education facilities:

Four-year colleges & universities	71
Two-year or junior colleges	29
Vocational & business schools	285

Medical facilities:

Hospitals	231
Clinics	NA

Labor analysis:

Civilian labor force	4,574,000 (6/87)
High school graduates	125,666

For additional labor market information, contact Employ. Security Commission, Dept. of Labor, 510 Boulevard Bldg., 7310 Woodward Ave., Detroit, MI 48202, 313/867-5000

Environment controls:

Air pollution: Robert Miller, Chief, Air Quality Div., Dept. of Natural Resources, P.O. Box 30028, Lansing, MI 48909, 517/373-7028

Water pollution: Delbert Rector, Deputy Dir., Environ. Protection Bureau, Dept. of Natural Resources, (same address as above) 517/373-7917

POPULATION:

Cities over 25,000

	Census 1980 Thousands	Estimate 1987 Thousands
MICHIGAN	9,258.3	9,222.9
Allen Park	34.2	NA
Ann Arbor	107.3	106.0
Battle Creek	35.7	54.2
Bay City	41.6	39.0
Burton	30.0	NA
Dearborn	90.7	86.7
Dearborn Heights	67.7	62.7
Detroit	1,203.3	1,078.9
East Detroit	38.3	NA
East Lansing	48.3	47.3
Farmington Hills	58.1	64.7
Ferndale	26.2	NA
Flint	159.6	150.7
Garden City	35.6	NA
Grand Rapids	181.8	188.7
Highland Park	27.9	NA
Holland	26.3	29.5
Inkster	35.2	NA
Jackson	39.7	38.3
Kalamazoo	79.7	77.7
Kentwood	30.4	NA
Lansing	130.4	130.7
Lincoln Park	45.1	43.2
Livonia	104.8	100.1
Madison Heights	35.4	NA
Midland	37.3	37.6
Muskegon	40.8	39.9
Oak Park	31.5	NA
Pontiac	76.7	71.5
Port Huron	34.0	34.3
Portage	38.2	NA
Roseville	54.3	52.9
Royal Oak	70.9	67.4
Saginaw	77.5	73.8
St. Clair Shores	76.2	72.8
Southfield	75.6	74.3
Southgate	32.1	NA
Sterling Heights	109.0	112.1
Taylor	77.6	72.9
Troy	67.1	68.5
Warren	161.1	154.6
Westland	84.6	80.9
Wyandotte	34.0	NA
Wyoming	59.6	62.8

Metropolitan Statistical Areas (MSAs)

	Census 1980 Thousands	Estimate 1987 Thousands
*Ann Arbor	264.7	270.2
Battle Creek	141.6	137.4
Benton Harbor	171.3	165.7
*Detroit	4,352.8	4,358.7
Flint	450.0	441.0
Grand Rapids	601.7	643.5
Jackson	151.5	147.5
Kalamazoo	212.4	217.8
Lansing-East Lansing	420.0	429.6
Muskegon	157.6	157.2
Saginaw-Bay City-Midland	422.0	409.4

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MICHIGAN	961.7	42.7	12.92
Ann Arbor	37.9	45.5	14.21
Detroit	468.3	43.5	14.04
Flint	53.4	41.7	15.42
Grand Rapids	94.8	40.9	11.14
Kalamazoo	29.1	43.7	12.43
Lansing-East Lansing	32.8	42.1	13.31
Saginaw-Bay City-Midland	45.9	43.0	14.07

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MICHIGAN	4,518.2	333.5	6.9
Ann Arbor	160.5	6.0	3.5
Battle Creek	63.2	5.0	7.2
Benton Harbor	77.0	4.9	5.8
Detroit	2,201.8	166.5	7.0
Flint	202.9	23.4	12.2
Grand Rapids	341.8	19.0	5.0
Jackson	62.1	4.5	6.5
Kalamazoo	116.3	5.9	4.7
Lansing-East Lansing	234.9	14.8	5.6
Muskegon	67.6	6.2	8.5
Saginaw-Bay City-Midland	189.6	13.8	6.7

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	98.7	NA	NA
MANUFACTURING	984.1	43.1	12.64
DURABLE GOODS	770.3	43.5	13.20

MICHIGAN

Lumber & wood prods.-SIC 24		
12.2	37.5	7.98
Furniture & fixtures-SIC 25		
25.7	41.3	9.59
Stone, clay, & glass prods.-SIC 32		
18.0	NA	NA
Primary metal industries-SIC 33		
51.7	42.2	12.13
Fabricated metal products-SIC 34		
120.5	42.9	12.56
Machinery, except electrical-SIC 35		
131.9	43.3	12.59
Electrical & electronic equip.-SIC 36		
35.8	40.9	10.62
Transportation equipment-SIC 37		
353.2	44.8	14.81
Instruments & related prods.-SIC 38		
14.0	NA	NA
Misc. mfg. industries-SIC 39		
7.3	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Detroit 4/86	Saginaw 11/86
Office, professional, & technical		
Payroll clerks ....$	9.15	9.79
Accounting clerks	8.33	7.78
File clerks	5.43	5.12
Typists	6.89	NA
Key entry operators	7.10	7.14
Secretaries	11.90	11.86
Stenographers	11.01	NA
Switchbd opr-recept's	6.89	5.96
Word processors	8.62	NA
Drafters	13.80	NA
Electronics technicians	13.44	NA
Computer operators	10.70	7.85
Computer programmers	13.15	9.38
Computer systems analysts	17.08	16.05
Maintenance & powerplant		
Carpenters	14.91	NA
Electricians	15.04	NA
Engineers, stationary	14.53	NA
Machinists	13.85	NA
Mechanics (machinery)	15.29	NA
Tool & die makers	15.47	NA
Custodial & material movement		
Guards	6.99	9.34
Janitors, porters, & cleaners	7.81	5.78
Laborers, material handling	11.33	NA
Shippers & receivers	11.71	10.09
Truckdrivers	12.81	11.96
Forklift operators	12.98	NA

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan	Jul.	Heating	Cooling
Ann Arbor	24	73	6346	723
Battle Creek	22	72	6723	599
Detroit	23	72	6563	615
Flint	21	70	7068	456
Grand Rapids	22	71	6927	570
Holland	24	71	6569	587
Jackson	22	72	6833	609
Kalamazoo	24	73	6281	751
Lansing	22	71	6987	530
Midland	22	72	6847	555
Muskegon	23	70	6925	451
Pontiac	22	72	6658	636
Port Huron	24	72	6611	621
Saginau	21	71	7103	501
Ypsilanti	24	73	6479	706

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	260	17,400
Portland	5,100	230,700
Clays	970	4,216
Gem stones	NA	W
Gypsum	1,961	15,299
Iron ore (usable)—thou. long tons, gross wt.	10,700	W
Lime	525	24,311
Peat	295	5,818
Salt	797	70,638
Sand & gravel:		
Construction	36,800	78,500
Industrial	3,400	26,200
Stone:		
Crushed	30,200	89,700
Dimension	6	148
Combined value of bromine, calcium chloride, copper, gold, iodine, iron oxide pigments (crude), magnesium compounds, and values indicated by symbol W		761,038
Total 1986 (preliminary)		1,323,968

* thousand short tons except as noted

W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (D) = Detroit.

Allen Park 5, 7 (D)
Ann Arbor 1, 8 (D)
Battle Creek 1, 5 (D)
Bay City 3-5 (Saginaw)
Burton 5 (Flint)
Dearborn 1, 3, 5, 7 (D)
Dearborn Heights (D)
Detroit 1-3, 5, 6, 9, 10, 12-15, 17-20, 22, 24-33, 35
East Detroit 5 (D)
East Lansing 3, 5 (Lansing)
Ferndale 5 (D)
Flint 3, 5, 11, 25, 27
Garden City (D)
Grand Rapids 1, 3, 5, 10, 11, 16, 19, 21, 23-25, 27, 33, 35
Highland Park 1, 3, 5, 7 (D)
Holland 3 (Grand Rapids)
Inkster 1 (D)
Jackson 1, 25
Kalamazoo 1, 5, 11, 19, 24, 25, 27, 34
Kentwood (Grand Rapids)
Lansing 1, 3, 5, 11, 19, 24, 27, 34
Lincoln Park 1 (D)
Livonia 3 (D)
Madison Heights (D)
Midland 3 (Saginaw)
Muskegon 3, 5, 11, 25
Oak Park (D)
Pontiac 5 (D)
Port Huron 3, 5 (Sarnia, Ont.)
Portage 1 (Kalamazoo)
Roseville (D)
Royal Oak 5 (D)
Saginaw 3, 5, 11, 16, 24, 25, 33
St. Clair Shores (D)
Southfield (D)
Southgate (D)
Sterling Heights (D)
Taylor 5, 7 (D)
Troy (D)
Warren 1 (D)
Westland (D)
Wyandotte 5 (D)
Wyoming 1, 3 (Grand Rapids)

Railroads

1. Conrail
2. CP Rail
3. CSX Transportation, Inc.
4. Detroit & Mackinac Railway Co.
5. Grand Trunk Western R.R. Co.
6. Norfolk Southern Corp.
7. Norfolk and Western Railway
8. Tuscola & Saginaw Bay Rwy. Co.

Airlines

9. Air America
10. American
11. American Eagle
12. BAS Airlines
13. Braniff
14. British Airways
15. City Express
16. Commuter Express
17. Continental
18. Delta
19. Delta Connection-Comair
20. Eastern
21. Midstate Airlines
22. Midway Airlines, Inc.
23. Midway Connection-Midway Commuter
24. Northwest
25. Northwest Airlink
26. Pan American
27. Piedmont
28. Piedmont Commuter-Jetstream Intl.
29. Sabena
30. Skycraft Air Trans.
31. Southwest Airlines
32. TWA
33. United
34. United Express—Air Wisconsin
35. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Allen Park — 4e, 9g
Ann Arbor — 4e, 8g
Battle Creek — 3e, 1g
Bay City — 2e, 3eg
Burton — 3g
Dearborn — 4e, 8g
Dearborn Heights — 4e, 8g
Detroit — 4e, 5e, 8g
East Detroit — 4e, 3g
East Lansing — 3eg, 7e
Farmington Hills — 4e, 3g
Ferndale — 4e, 3g
Flint — 3eg
Garden City — 4e, 3g

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Economic Development Information Center
Consumers Power Company
200 E. Michigan Avenue, Kalamazoo, MI 49007

Type of information needed ____________

Name ____________

Company ____________

Address ____________

City/State/Zip ____________ 1916-C

Michigan's Natural Gas and Electric Utility

Circle 38 on Brochure Service Card

Grand Rapids — 3e, 8g
Highland Park — 4e
Holland — 6e, 10g
Inkster — 4e
Jackson — 3eg
Kalamazoo — 3eg
Kentwood — 3e
Lansing — 7e, 3g
Lincoln Park — 4e
Livonia — 4e, 3g
Madison Heights — 4e, 3g
Midland — 3eg
Muskegon — 3e, 8g
Oak Park — 4e, 3g
Pontiac — 3eg
Portage — 3eg
Port Huron — 4e, 11g
Roseville — 4e, 3g
Royal Oak — 4e, 3g
Saginaw — 3eg
St. Clair Shores — 4e, 3g
Southfield — 4e, 3g
Southgate — 4e
Sterling Heights — 4e, 3g
Taylor — 4e
Troy — 4e, 3g
Warren — 4e, 3g
Westland — 4e, 3g
Wyandotte — 12e
Wyoming — 3e

1. Battle Creek Gas Co.
   23 E. Michigan Mall, Battle Creek 49016
2. Bay City Electric Lt. & Power
   900 S. Water St., Bay City 48708
3. Consumers Power Co.
   212 W. Michigan Ave., Jackson 49201
4. Detroit Edison Co.
   2000 Second Ave., Detroit 48226
5. Detroit Public Lighting Dept.
   9449 Grinnell Ave., Detroit 48213
6. Holland Board of Pub. Works
   268 River Ave., Holland 49423
7. Lansing Bd. of Water and Lt.
   123 W. Ottawa St., Box 13007
   Lansing 48901
8. Michigan Consolidated Gas Co.
   500 Griswold, Detroit 48226
9. Michigan Gas Utilities Co.
   899 S. Telegraph Rd., Monroe 48161
10. Michigan Power Co.
    100 S. Main St., Box 367, Three Rivers 49093
11. Southeastern MI Gas Co.
    405 Water St., Port Huron 48060
12. Wyandotte Munic. Service Cmsn.
    3005 Biddle Ave., Wyandotte 48193

Utility serving cities under 25,000:

Wolverine Power Supply Co-op
Raymond R. Cristell, Mgr.
P.O. Box 369, Boyne City 49712
616/582-6572

DEVELOPMENT COUNSELORS:

State Development Agency

Main, Greg, Dir.
Manufacturing Dev. Group
Michigan Dept. of Commerce
P.O. Box 30225, Lansing, 48909
517/373-0601

Areas & Others

Ann Arbor
Bliss, Robert A.
Huron Center
Swisher Realty Co.
475 Market Place, Ste A., 48108
313/662-0501

Detroit
Pienick, Matthew L. Dir. Econ. Dev.
Detroit Edison
2000 Second Ave., 48226
313/237-8883
Pryor, Jack, C.I.D., V.P.
Detroit Econ. Growth Corp.
Suite 600, First Nat'l Bldg., 48226
313/963-2940

Grand Rapids
Krupp, Charles C., C.I.D.
City of Grand Rapids
Economic Development Office
300 Monroe Avenue, 49503
616/456-3167
Powers, Joseph, Sr. V.P.
Grand Rapids Area C. of C.
17 Fountain St. N.W., 49503
616/459-7221

Harrison
Volker-Foreman, Roberta, Exec. Dir.
Region 7B Consortium
402 N. First St.
P.O. Box 408, 48625
517/539-2173

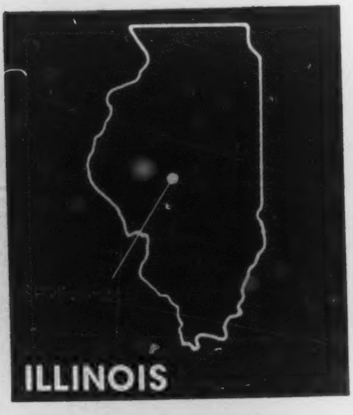
Jackson
O'Neill, John F., C.I.D., Dir.
Jackson Alliances For Bus. Dev.
133 W. Michigan Ave., 49201
517/788-4455
Surbrook, Richard R., Econ. Dev. Dir.
Consumers Power Co.
212 W. Michigan Ave., 49201
517/788-0345

Midland
Reinbolt, M.J., Special Projects Mgr.
Midland Cty. Econ. Dev. Corp.
300 Rodd St., 48640
517/839-0340

Mt. Pleasant
Dunn, George W., Exec. Dir.
Middle Michigan Dev. Corp.
111 S. University, 48858
517/772-2858

Port Huron
Patterson, Robert L., Exec. Dir.
Port Huron-St. Clair Cty. Ind. Dev. Corp.
511 Fort St., Ste. 530, 48060
212/982-9511

Three Rivers
Visel, Barry L., Econ. Dev. Consultant
Indiana Michigan Power
100 S. Main Street
P.O. Box 367, 49093
616/279-5261



STATE INFORMATION:

Financial assistance to industry:
- Machinery sales tax exemption
- Investment tax credit
- Property tax exemption
- Aid for job training
- Site location assistance
- Direct loans and grants

Additional enterprise zone incentives:
- Investment tax credit
- Jobs tax credit
- Bldg. materials sales tax exempt
- Utility tax abatement
- Consumables sales tax exempt

Tax rates:

Corporate income tax	6.5%
Personal income tax	2.5%
Personal property tax	none
Sales tax	5% state; 1%-3% local
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	186
Two-year or junior colleges	52
Vocational & bus. schools	232 +

Medical facilities:

Hospitals	281
Physicians	21,000 +

Labor analysis:

Civilian labor force	5,716,000
High school graduates	4,300,000 in labor force

For additional labor market information, contact Research Division, Ill. Dept. of Commerce & Community Affairs, 620 E. Adams, Springfield, IL 62701, 217/782-1438

Environment controls:

Industrial Development Division, Illinois Dept. of Commerce & Community Affairs, 620 E. Adams, Springfield, IL 62701, 217/782-3891

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
ILLINOIS	11,418.5	11,663.2
Addison	28.8	NA
Alton	34.2	33.2
Arlington Heights	66.1	69.1
Aurora	81.3	90.5
Belleville	42.2	42.2
Berwyn	46.8	45.5
Bloomington	44.2	48.0
Bolingbrook	37.3	NA
Burbank	28.5	NA
Calumet City	39.7	NA
Carbondale	27.2	NA
Champaign	58.1	60.7
Chicago	3,005.1	3,020.3

Chicago Heights	37.0	35.5
Cicero	61.2	61.1
Danville	39.0	NA
Decatur	94.1	91.4
De Kalb	33.1	NA
Des Plaines	53.6	57.1
Downers Grove	39.3	44.4
East St. Louis	55.2	50.9
Elgin	63.8	71.4
Elk Grove Village	28.9	NA
Elmhurst	44.3	45.5
Evanston	73.7	71.8
Freeport	26.4	NA
Galesburg	35.3	NA
Glenview	30.8	NA
Granite City	36.8	35.9
Hanover Park	28.9	NA
Harvey	35.8	NA
Highland Park	30.6	NA
Hoffman Estates	38.3	NA
Joliet	78.0	78.6
Kankakee	30.1	29.1
Lansing	29.0	NA
Lombard	37.3	NA
Maywood	28.0	NA
Moline	45.7	45.6
Mount Prospect	52.6	53.4
Naperville	42.3	57.6
Niles	30.4	NA
Normal	35.7	37.0
Northbrook	30.7	NA
North Chicago	38.8	41.1
Oak Forest	26.1	NA
Oak Lawn	60.6	58.2
Oak Park	54.9	54.9
Palatine	32.2	NA
Park Forest	26.2	NA
Park Ridge	38.7	NA
Pekin	34.0	33.3
Peoria	124.2	118.8
Quincy	42.4	41.2
Rock Island	47.0	45.1
Rockford	139.7	138.4
Schaumburg	52.3	57.7
Skokie	60.3	59.1
Springfield	99.6	104.4
Tinley Park	26.2	NA
Urbana	36.0	34.1
Waukegan	67.7	72.7
Wheaton	43.0	51.0
Wilmette	28.2	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	- Thousands -	
*Aurora-Elgin	316.0	350.6
Bloomington-Normal	119.1	125.4
Champaign-Urbana-Rantoul	168.4	170.9
*Chicago	6,060.0	6,166.3
Davenport-Rock Island-Moline, IA/IL	384.0	386.0
Decatur	131.4	128.0
*Joliet	355.0	381.1
Kankakee	102.9	102.9
*Lake County	440.0	478.2
Peoria	365.9	362.6
Rockford	279.5	284.0
St. Louis, MO/IL	2,377.0	2,451.2
Springfield	187.8	195.9

*Primary Metropolitan Statistical Areas (PMSAs)

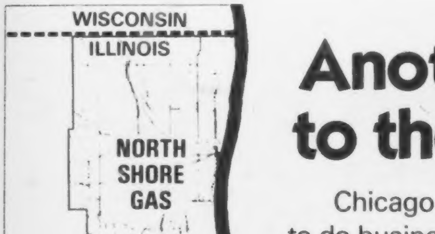
LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ILLINOIS	934.1	41.5	10.81
Aurora-Elgin	37.0	43.0	10.74
Bloomington-Normal	5.1	41.6	11.01
Champaign-Urbana-Rantoul	7.6	40.0	8.96
Chicago	542.0	42.5	10.65
Davenport-Rock Island-Moline	33.0	40.0	12.68
Decatur	13.0	41.7	14.08
Joliet	19.6	41.4	11.91
Kankakee	5.1	39.8	9.63
Lake County	40.4	40.9	11.10
Peoria	32.1	46.2	13.22
Rockford	44.2	41.8	11.25
Springfield	3.9	42.5	12.16

*preliminary figures for production workers



Another reason to look to the Illinois Shore

Chicago natural gas-users now have an additional reason to do business along the Illinois Shore of Lake Michigan. It's an attractive economic development rate for new and existing industrial and commercial installations.

Other Illinois Shore advantages include abundant labor, excellent plant sites, first-rate services, superb transportation and the know-how of Peoples Energy natural gas subsidiaries serving Chicago and 56 northeastern Illinois communities.

Call or write for details. And continue to look to the Illinois Shore — a great place to do business.

Peoples Energy Corporation
Community Economic Development Section
122 South Michigan Avenue
Chicago, Illinois 60603
(312) 431-4892-3

Circle 39 on Brochure Service Card

ILLINOIS

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
37.9	16.80	39.9
MANUFACTURING		
981.1	40.6	10.37
DURABLE GOODS		
604.6	41.0	10.62
Lumber & wood prods.-SIC 24		
10.5	40.1	7.37
Furniture & fixtures-SIC 25		
17.2	41.6	8.16
Stone, clay, & glass prods.-SIC 32		
24.8	40.1	10.72
Primary metal industries-SIC 33		
57.9	41.3	12.58
Fabricated metal products-SIC 34		
114.6	41.6	10.65
Machinery, except electrical-SIC 35		
148.4	41.4	11.68
Electrical & electronic equip.-SIC 36		
131.9	40.0	9.0
Transportation equipment-SIC 37		
42.1	41.7	12.32
Instruments & related prods.-SIC 38		
36.2	40.0	9.79
Misc. mfg. inds.-SIC 39		
21.0	40.1	7.51

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
ILLINOIS		
5,851.3	368.4	6.3
Aurora-Elgin		
180.5	8.2	4.5
Bloomington-Normal		
66.1	2.6	3.9
Champaign-Urbana-Rantoul		
89.0	3.3	3.7
Chicago		
3,210.3	189.9	5.9
Davenport-Rock Island-Moline		
179.8	12.7	7.0
Decatur		
60.3	5.5	9.1
Joliet		
194.4	11.9	6.1
Kankakee		
46.8	3.8	8.1
Lake County		
268.3	9.9	3.7
Peoria		
154.8	10.2	6.6
Rockford		
148.0	12.0	8.1
Springfield		
106.7	5.1	4.7

*preliminary figures

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

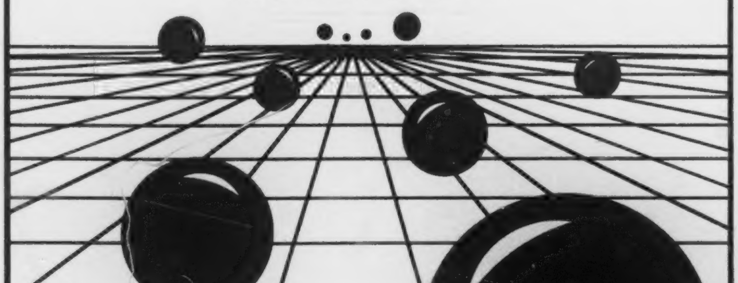
	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Aurora	20	73	6618	733
Chicago	21	73	6455	740
Danville	26	75	5599	1009
Decatur	26	77	5453	1175
DeKalb	19	73	6703	767
Moline	20	75	6498	899
Peoria	22	75	6226	948
Quincy	24	77	5789	1120
Rockford	18	73	6952	714
Springfield	25	77	5654	1165
Urbana	25	75	5758	1019
Waukegan	20	72	6881	591

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (C) = Chicago.

Addison 5 (C)
Alton 4, 12, 18 (St. Louis, MO)
Arlington Heights 7 (C)
Aurora 4 (C)
Belleville 9, 12, 22 (St. Louis, MO)
Berwyn 4, 5 (C)
Bloomington 8, 18, 36, 55, 69
Bolingbrook (C)
Burbank (C)
Calumet City 2, 13 (C)
Carbondale 61
Champaign 8, 12, 18, 36, 38, 55, 60, 69, 71
Chicago 1-9, 11-14, 17, 18, 21, 24-37, 39, 40, 42-60, 62-68, 70-75
Chicago Heights 2, 8-10, 21, 24 (C)
Cicero 2-4 (C)
Danville 8, 9, 18, 21, 24, 36
Decatur 9, 12, 13, 17, 18, 36, 69
DeKalb 7 (Rockford)
Des Plaines 7, 21, 25 (C)
Downer's Grove 4 (C)
East St. Louis 4, 7-9, 12, 16-19, 22-24, (St. Louis, MO)
Elgin 7, 21 (C)
Elk Grove Village 7, 21 (C)
Elmhurst 5, 7 (C)
Evanston 7 (C)
Freeport 5, 12 (Rockford)
Galesburg 1, 4, 36
Glenview 7, 21 (C)
Granite City 7-9, 12, 18, 19, 23, 24 (St. Louis, MO)
Hanover Park 21 (C)
Harvey 2, 11, 12 (C)
Highland Park 7 (C)
Joliet 1, 7, 9, 10, 12 (C)
Kankakee 12 (C)
Lansing 8 (C)
Lombard 7, 12 (C)
Maywood 7, 13 (C)
Moline 4, 14, 21, 31, 32, 36, 41, 56, 71-73
Mount Prospect 7 (C)
Naperville 4 (C)
Niles 21 (C)
Normal 12, 18 (Bloomington)
Northbrook 21 (C)
North Chicago 7, 10 (C)
Oak Forest 7 (C)
Oak Lawn 2, 9, 18 (C)
Oak Park 2, 7 (C)
Palatine 7 (C)
Park Forest 10 (C)
Park Ridge 7 (C)
Pekin 8, 12 (Peoria)
Peoria 1, 4, 7, 8, 12, 18, 31, 36, 55, 56, 70-73
Quincy 4, 18, 36, 39
Rock Island 4, 9, 14, 21 (Moline)
Rockford 4, 5, 7, 21, 57
Schaumburg 21 (C)
Skokie 7, 21 (C)
Springfield 9, 12, 18, 31, 36, 55, 70
Tinley Park 7 (C)
Urbana 8, 12, 18 (Champaign)



LAKE COUNTY
....ATTRACTS

Lake County, Illinois is the nucleus of an emerging high technology corridor of opportunity . . . magnetically attracting other high tech industries. The compelling force is success, generating success.

A designated high technology corridor.

Call or write for a free information packet, and ask about our video.

In cooperation with the Department of Commerce and Community Affairs

Lake County, Illinois
EDC
Economic Development Commission
18 NORTH COUNTY STREET
WAUKEGAN, ILLINOIS 60085
312/360-6350

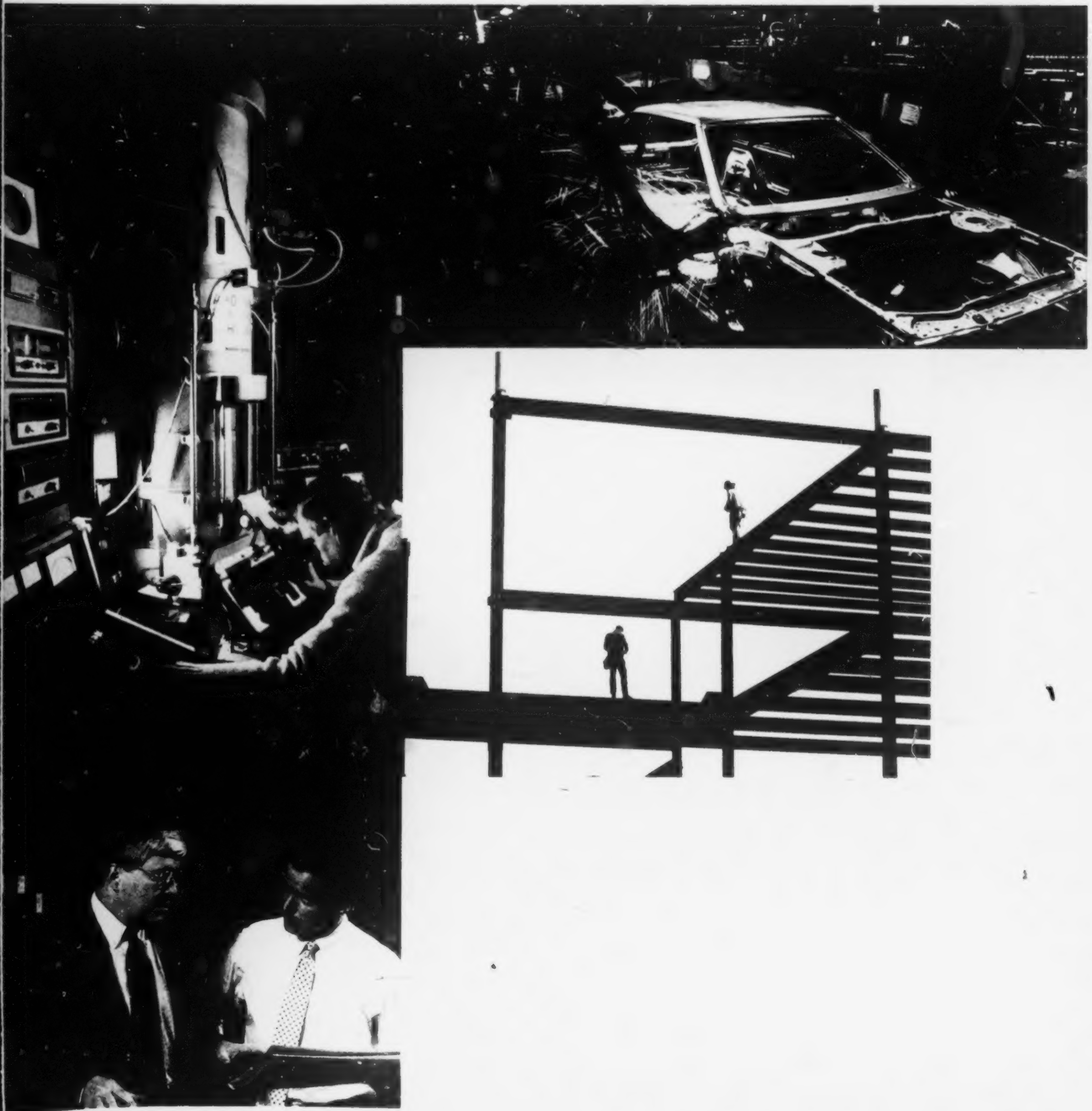
Circle 40 on Brochure Service Card

Circle 41 on Brochure Service Card →

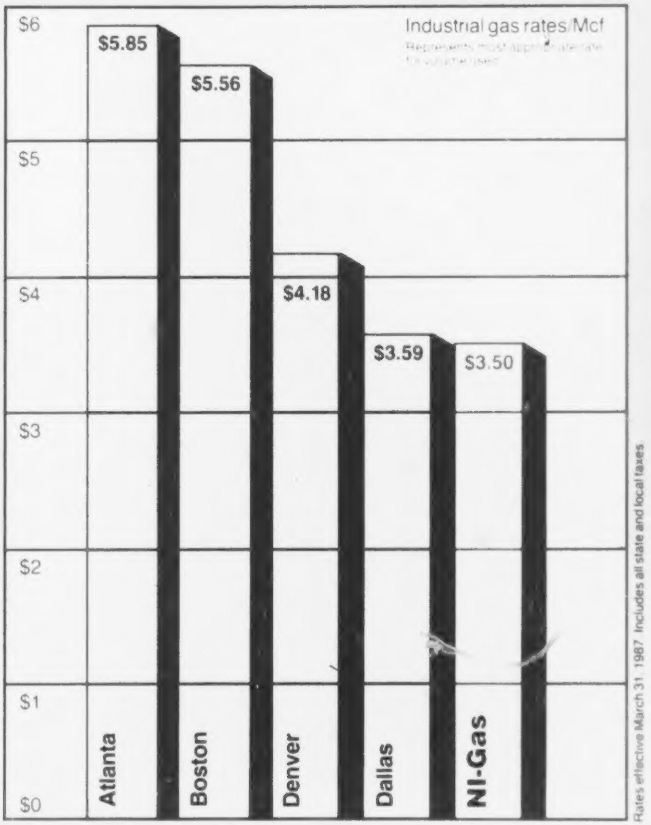
Northern Illinois is

a great place to raise your kids... raise

your productivity... raise your revenues...



...and lower your energy costs.



Rates effective March 31, 1987. Includes all state and local taxes

Uninterrupted, low-cost natural gas energy
plus
the highest quality of life for families
plus
access to markets, suppliers, transportation
plus
abundant water, skilled labor, and more....

For a complete kit showing you how to raise your profitability in northern Illinois, write J. Robert White, Northern Illinois Gas, P.O. Box 1565, Aurora, IL 60507-1565, or call (312) 983-8888

NORTHERN ILLINOIS GAS
One of the NICOR Inc. energy companies

Waukegan 7, 10 (C)
Wheaton 7 (C)
Wilmette 7 (C)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Baltimore & Ohio Chicago Terminal
3. Belt Railway Co. of Chicago
4. Burlington Northern R.R. Co.
5. Chicago Central & Pacific Railroad
6. Chicago S. Shore & S. Bend R.R.
7. Chicago & North Western System
8. Conrail
9. CSX Transportation, Inc.
10. Elgin, Joliet & Eastern Railway Co.
11. Grand Trunk Western R.R. Co.
12. Illinois Central Gulf R.R. Co.
13. Indiana Harbor Belt R.R. Co.
14. Iowa Interstate R.R. Ltd.
15. Milwaukee Road
16. Missouri-Kansas-Texas R.R. Co.
17. Norfolk Southern Corp.
18. Norfolk and Western Railway
19. St. Louis Southwestern Railway Co.
20. Seabord System Railroad
21. Soo Line Railroad Co.
22. Southern Railway
23. Terminal R.R. Assn. of St. Louis
24. Union Pacific Railroad
25. Wisconsin Central Ltd.

Airlines

26. Air Canada
27. Air France
28. Alaska Airlines
29. Alitalia
30. American
31. American Eagle
32. America West
33. Braniff
34. British Airways
35. Continental
36. Continental Express-Britt North
37. Delta
38. Delta Connection-Comair
39. Direct Air
40. Eastern
41. Eastern Express-Air Midwest
42. Ecuatoriana
43. El Al
44. Great Lakes Aviation
45. Great Lakes Link-Alliance
46. Iberia
47. Icelandair
48. Japan Air Lines
49. KLM
50. Lufthansa
51. Mexicana
52. Midstate Airlines
53. Midway Airlines, Inc.
54. Midway Connection-Iowa Airways
55. Midway Connection-Midway Commuter
56. Northwest
57. Northwest Airlink
58. Pan American
59. Philippine Airlines
60. Piedmont
61. Prime Air
62. Propheter Aviation
63. Royal Jordanean
64. Sabena
65. SAS
66. Southwest Airlines
67. Swissair
68. Trans North Aviation
69. Trans World Express-Air Midwest
70. Trans World Express-Resort Air
71. TWA
72. United
73. United Express-Air Wisconsin
74. USAir
75. Yugoslav Airlines

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	2,500	106,100
Clays (excl. fuller's earth)	271	948
Gem stones	NA	W
Sand & gravel:		
Construction	28,800	84,400
Industrial	4,000	53,100
Stone:		
Crushed	44,000	178,400
Dimension	2	107
Combined value of barite (1985), cement (masonry), clays (fuller's earth), copper (1985), fluorspar, lead, lime, peat, silver (1985), tripoli, zinc and values indicated by symbol W		69,534
Total 1986 (preliminary)		492,589

* thousand short tons
W withheld to avoid disclosing company proprietary data

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Addison — 3e, 7g
Alton — 11eg
Arlington Heights — 3e, 7g
Aurora — 3e, 7g
Belleville — 4eg
Berwyn — 3e, 7g
Bloomington — 4e, 7g
Bolingbrook — 3e, 7g
Burbank — 3e, 7g
Calumet City — 3e, 7g
Carbondale — 2eg
Champaign — 4eg
Chicago — 3e, 9g
Chicago Heights — 3e, 7g
Cicero — 3e, 7g
Danville — 4eg
Decatur — 4eg
DeKalb — 3e, 7g
Des Plaines — 3e, 7g
Downers Grove — 3e, 7g
East St. Louis — 11e
Elgin — 3e, 7g
Elk Grove Village — 3e, 7g
Elmhurst — 3e, 7g
Evanston — 3e, 7g
Freeport — 3e, 7g
Galesburg — 4eg
Glenview — 3e, 7g
Granite City — 4eg
Hanover Park — 3e, 7g
Harvey — 3e, 7g
Highland Park — 3e, 8g
Hoffman Estates — 3e, 7g
Joliet — 3e, 7g
Kankakee — 3e, 7g
Lansing — 3e, 7g
Lombard — 3e, 7g
Maywood — 3e, 7g
Moline — 5eg
Mt. Prospect — 3e, 7g
Naperville — 6e, 7g
Niles — 3e, 7g
Normal — 4e, 7g
Northbrook — 3e, 7g, 8g
North Chicago — 3e, 8g
Oak Forest — 3e, 7g
Oak Lawn — 3e, 7g
Oak Park — 3e, 7g
Palatine — 3e, 7g
Park Forest — 3e, 7g
Park Ridge — 3e, 7g
Pekin — 1eg
Peoria — 1eg
Quincy — 2eg
Rock Island — 5eg
Rockford — 3e, 7g
Schaumburg — 3e, 7g
Skokie — 3e, 7g
Springfield — 10e, 1g
Tinley Park — 3e, 7g
Urbana — 4eg
Waukegan — 3e, 8g
Wheaton — 3e, 7g
Wilmette — 3e, 7g

1. Central Illinois Light Co.
   300 Liberty St., Peoria 61602
2. Central Illinois Public Service
   607 E. Adams St., Springfield 62739
3. Commonwealth Edison Co.
   One 1st Nat'l. Pl., Box 767, Chicago 60690
4. Illinois Power Co.
   500 S. 27th St., Decatur 62525
5. Iowa-Illinois Gas & Elec. Co.
   206 E. 2nd St., Box 4350, Davenport, IA 52808

We can help your business to expand in:

The GREAT AMERICAN COUNTY®
LAKE COUNTY, ILLINOIS

Contact:
Charles C. Isely III, CCE
Waukegan/Lake County
Chamber of Commerce
414 N. Sheridan Road
Waukegan, IL 60085-4096
312/249-3800

Circle 42 on Brochure Service Card

6. Naperville Electrical Dept.
   175 W. Jackson Ave., Naperville
   60566
7. Northern Illinois Gas Co.
   P.O. Box 190, Aurora 60507-0190
8. North Shore Gas Co.
   122 S. Michigan Ave., Chicago 60603
9. Peoples Gas Light & Coke Co.
   122 S. Michigan Ave., Chicago 60603
10. Springfield Water, Lt. & Pwr. Dept.
    201 Municipal Bldg., Springfield
    62757
11. Union Electric Co., 1901 Gratiot St.,
    St. Louis, MO 63166

Utilities serving cities under 25,000:

Southern Illinois Power Co-op
James R. Chapman, Mgr.
Rte. 4, Box 311, Marion 62959
618/964-1448

Soyland Power Co-op
Ed H. Williams, Gen. Mgr.
P.O. Box A-1606, Decatur 62525
217/423-8000

DEVELOPMENT COUNSELORS:

State Development Agency

Hedges, Jay, Dir.
Illinois Dept. of Commerce &
Community Affairs
620 E. Adams
Springfield, 62706
217/782-7500

Areas & Others

Aurora

Becker, Charles O., R.E. Mgr.
Northern Ill. Gas Co.
P.O. Box 190, 60507-0190
312/983-8888

Chicago

Abel, Joseph H.
City of Chicago Econ. Dev. Cmsn.
1503 Merchandise Mart, 60654
312/744-9550

Stephens, Jack, Econ. Dev. Coord.
Commonwealth Edison
P.O. Box 767, 60690
312/294-3038

Koska, Edward T., Adv. Mgr.
Peoples Energy Corp.
122 S. Michigan Ave., 60603
312/431-4860

Decatur

Eggars, Richard L., C.I.D.

Levi, George, Supervisor Econ. Dev.
Illinois Power Co.
Econ. Dev. Dept.
500 S. 27th St., 62525-1805
217/424-6801

Freeport

Furber, Joseph P., C.I.D.
Freeport Area Econ. Dev. Fdtn.
223 W. Stephenson St., Ste 207, 61032
815/232-2030

Greenville

Stoever, Larry, City Mgr.
City of Greenville
404 S. 3rd. St., 62246
618/664-1644

Joliet

Fitzgerald, Ruth C., Exec. Dir.
Joliet/Will Cty. Ctr. for Econ Dev.
2 Rialto Sq., 60431
815/723-1800

Lewistown

Olson, Mary, Div.
Spoon River Mktg. Office
Econ. Dev. Corp. of Fulton Cty.
131 S. Main St., 61542
309/547-7363

Matteson

Johnson, Jeff, Dev. Planner
Village Hall, Dept. 5730, 60443
312/481-8373

Mattoon

Manegold, Christopher M., C.I.D., Exec. V.P.
Mattoon Association of Comm.
1701 Wabash Ave., 61938
217/235-5661

Oglesby

Brandt, Helen M., Exec. V.P.
Northern Illinois Ind. Dev. Corp.
2578 E. 350th Rd., 61348
815/224-4833

Ottawa

Bruehler, James
Ottawa Area Chamber of Comm.
P.O. Box 888, 61350
815/433-0084

Peoria

Ogden, Stan, Econ. Dev. Rep.
Central Ill. Light Co. (CILCO)
300 Liberty St., 61602
309/672-5015

Quad Cities

Gibeault, Donald, V.P., Mktg.
Quad City Dev. Group
406 1st National Bank Bldg., 61201
309/788-7436

Quincy

Mentesti, James E., Exec. Dir.
Great River Econ. Dev. Fdtn.
314 Maine St., 62301
217/223-4313

Springfield

Rakers, Ray, Ind. Svcs. Mgr.
Central Illinois Public Service Co.
607 E. Adams St., 62701
217/525-5241

Boer, Michael P., Pres.
Gtr. Springfield Chamber of Comm.
3 S. Old State Capitol Plaza, 62701
217/525-1173

Waukegan

Byrd, Cranston O., Dpty. Dir.
Lake County Econ. Dev. Cmsn.
18 North County St., 60085
312/360-6350

Isely III, Charles C., Pres.
Waukegan/Lake Cty. Chamber of Comm.
414 N. Sheridan Rd., 60085-4096
312/249-3800

Area Wage Survey

Average straight-time hourly earnings

	Davenport, Rock Island, Moline IA/IL 2/86	Chicago 3/86	St. Louis, MO/IL 3/86
Office, professional, & technical			
Payroll clerks $	9.36	8.45	8.24
Accounting clerks	8.81	7.88	7.75
File clerks	5.32	5.83	5.06
Typists	9.28	6.83	6.82
Key entry operators	9.28	7.35	6.36
Secretaries	11.66	10.10	9.21
Stenographers	NA	9.99	8.40
Switchbd opr-receptionists	6.27	6.82	6.10
Word processors	7.25	8.65	7.37
Drafters	11.80	11.28	11.33
Electronics technicians	12.79	13.19	14.11
Computer operators	10.89	9.91	9.37
Computer programmers	12.34	13.65	12.73
Computer systems analysts	16.03	17.04	17.16
Maintenance & powerplant			
Carpenters	14.37	15.10	14.06
Electricians	14.92	14.60	14.88
Engineers, stationary	14.89	14.36	13.52
Machinists	14.27	13.75	15.22
Mechanics (machinery)	14.11	13.24	12.12
Tool & die makers	15.82	14.55	15.50
Custodial & material movement			
Guards	12.49	5.81	5.30
Janitors, porters, & cleaners	7.65	7.12	5.20
Laborers, mat'l handling	11.27	10.19	11.21
Shippers & receivers	NA	9.03	10.19
Truckdrivers	12.61	13.49	12.49
Forklift operators	11.79	10.31	11.59

Treat your employees to a high standard of living and the lowest electric rates in Illinois!

Come home to Central Illinois.

Employees are always attracted by a high standard of living . . . the kind they'll find in Central Illinois, where the residential electric rates are the lowest in the state. The standard of living is high because the cost of living is low. This fact, along with progressive schools, diverse recreational opportunities, and positive Midwestern values, adds up to quality living.

So when you think of relocating your business — after you've investigated the sun belt, the fun belt and all the other vacation spots — come home to the heart of Illinois. It's a great place for a growing family and a growing business.

For a brochure on Central Illinois' quality of life, contact Stan Ogden at Central Illinois Light Company, 300 Liberty, Peoria, IL 61602 or at (309) 672-5015. **And, be sure to ask about CILCO's stable energy rates and our new incentive rates that could save your company up to 50% on electric costs.**

Central Illinois... a good place for a growing business.

CILCO
A CILCORP COMPANY
Central Illinois Light Company

Circle 3 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:
- Tax exempt bonds for land, building, & equipment
- Aid for job training
- Low-interest direct loans for land, buildings, equip., & machinery
- Taxable revenue bonds for air, noise, & water pollution control equipment
- Taxable revenue bonds for all businesses (avail. approx. 4/88)

Tax rates:
- Corporate franchise tax......the greater of 5.1% on first $25,000 OH income plus 9.2% on OH income above $25,000, or 5.82 mills of net worth. Min. fee is $50. Corps. that pay tax on net income are subject to 2.7% surtax.
- Personal income tax............graduated .751%-6.900%
- Sales Tax.......................5% (state rate)
- Incorporation tax.....based on number of authorized shares. Min. fee is $50.
- Inventory tax............30% of true value times millage rate of local taxing district
- Gasoline tax.............................$.12/gal.

Advanced education facilities:
- Four-year colleges & universities:
  - 13 state four-year colleges (incl. 2 med. schools) & 27 branch campuses
  - 71 private universities/colleges
- Two-year or junior colleges...............23
- Vocational...58

Medical facilities:
- Hospitals...246
- Clinics...NA

Labor analysis:
- Civilian labor force.... 5,262,700 (11/87)
- High school graduates.............121,844

For additional labor market information, contact Bureau of Employ. Services, 1160 Dublin Rd., Columbus, OH 43215, 614/481-5783

Environment controls:

Air pollution: Ms. Patricia Walling, Ohio Environ. Protection Agency, Office of Air Pollution Control, 1800 Water Mark Dr., Columbus, OH 43215, 614/481-7000

Water pollution: Mike Tin, Ohio Environ. Protection Agency, Div. of Water Pollution Control, (same address as above), 614/481-7000

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
OHIO	10,797.4	10,837.3
Akron	237.2	224.7
Alliance	24.3	NA
Barberton	29.8	28.1
Beaver Creek	31.6	NA
Bowling Green	25.7	25.1
Brook Park	26.2	NA
Brunswick	27.7	NA
Canton	94.7	88.7
Cincinnati	385.5	372.2
Cleveland	573.8	541.7
Cleveland Heights	56.4	56.3
Columbus	564.9	575.8
Cuyahoga Falls	43.7	42.1
Dayton	203.6	181.2
East Cleveland	37.0	NA
Elyria	57.5	57.8
Euclid	60.0	57.1
Fairborn	29.7	NA
Fairfield	30.8	NA
Findlay	35.6	NA
Garfield Heights	33.4	NA
Hamilton	63.2	64.3
Kent	26.2	28.4
Kettering	61.2	60.2
Lakewood	62.0	59.7
Lancaster	35.0	35.5
Lima	47.4	47.5
Lorain	75.4	73.1
Mansfield	53.9	52.5
Maple Heights	29.7	NA
Marion	37.0	NA
Massillon	30.6	31.5
Mentor	42.1	43.0
Middletown	43.7	44.3
Newark	41.2	41.8
North Olmsted	36.5	NA
Norwood	26.3	NA
Parma	92.5	91.0
Portsmouth	25.9	NA
Sandusky	31.4	NA
Shaker Heights	32.5	NA
South Euclid	25.7	NA
Springfield	72.6	69.2
Steubenville	26.4	NA
Stow	25.3	NA
Strongsville	28.6	NA
Toledo	354.6	342.4
Upper Arlington	35.6	NA
Warren	56.6	53.7
Youngstown	115.4	107.3
Zanesville	28.7	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
*Akron	660.3	648.5
Canton	404.4	405.4
*Cincinnati, OH/KY/IN	1,401.4	1,419.3
*Cleveland	1,898.7	1,853.3
Columbus	1,244.0	1,301.6
Dayton-Springfield	942.0	930.8
*Hamilton-Middletown	258.8	273.6
Huntington-Ashland, WV/KY/OH	336.0	338.1
Lima	154.8	157.5
*Lorain-Elyria	274.9	273.6
Mansfield	131.2	130.9
Parkersburg-Marietta, WV/OH	162.8	158.8
Steubenville-Weirton, OH/WV	163.1	155.3
Toledo	617.0	614.8
Wheeling, WV/OH	185.6	179.7
Youngstown-Warren	531.4	516.9

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
OHIO	1,094.6	42.9	11.79
Akron	65.0	43.0	11.29
Cincinnati	145.4	43.1	10.89
Cleveland	205.4	43.1	11.61
Columbus	102.6	42.5	11.49
Dayton-Springfield	104.3	42.5	11.91
Toledo	61.9	42.0	12.70

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
OHIO	5,221.3	301.2	5.8
Akron	318.6	18.7	5.9
Canton	186.1	12.4	6.7
Cincinnati	743.7	40.8	5.5
Cleveland	926.2	48.0	5.2
Columbus	695.0	33.0	4.7
Dayton-Springfield	464.5	21.8	4.7
Toledo	314.2	19.5	6.2
Youngstown-Warren	221.5	15.6	7.0

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	154.1	38.4	15.25
MANUFACTURING	1,123.1	42.0	11.38
DURABLE GOODS	769.1	42.3	11.81
Lumber & wood prods.-SIC 24	16.9	40.1	7.44
Furniture & fixtures-SIC 25	14.6	39.9	8.13
Stone, clay, & glass prods.-SIC 32	50.4	41.6	10.44

Primary metal industries-SIC 33	102.7	41.8	13.13
Fabricated metal products-SIC 34	138.9	42.1	11.69
Machinery, except electrical-SIC 35	166.2	42.5	11.19
Electrical & electronic equip.-SIC 36	90.5	40.8	10.62
Transportation equipment-SIC 37	151.7	44.8	14.18
Instruments & related prods.-SIC 38	23.0	40.5	8.71

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Akron	25	72	6241	625
Canton	25	72	6241	625
Cincinnati	30	76	4950	1159
Cleveland	26	72	6178	612
Columbus	27	74	5686	862
Dayton	27	75	5689	947
Findlay	24	73	6262	755
Hamilton	30	75	5052	1059
Lancaster	27	73	5803	832
Lima	26	74	5910	849
Mansfield	25	72	6249	652
Newark	27	73	5686	780
Portsmouth	32	76	4702	1137
Sandusky	26	74	6016	821
Steubenville	28	73	5587	762
Toledo	23	72	6570	622
Warren	26	71	6241	579
Xenia	28	73	5559	800
Youngstown	24	70	6560	485

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	1,700	83,700
Masonry	130	12,200
Clays	2,174	13,294
Lime	1,578	76,773
Peat	9	173
Sand & gravel:		
Construction	33,100	108,300
Industrial	1,150	21,200
Stone:		
Crushed	38,500	139,600
Dimension	36	2,708
Combined value of abrasives, gypsum, and figures withheld to avoid disclosing company proprietary data		127,606
Total 1986 (preliminary)		585,554

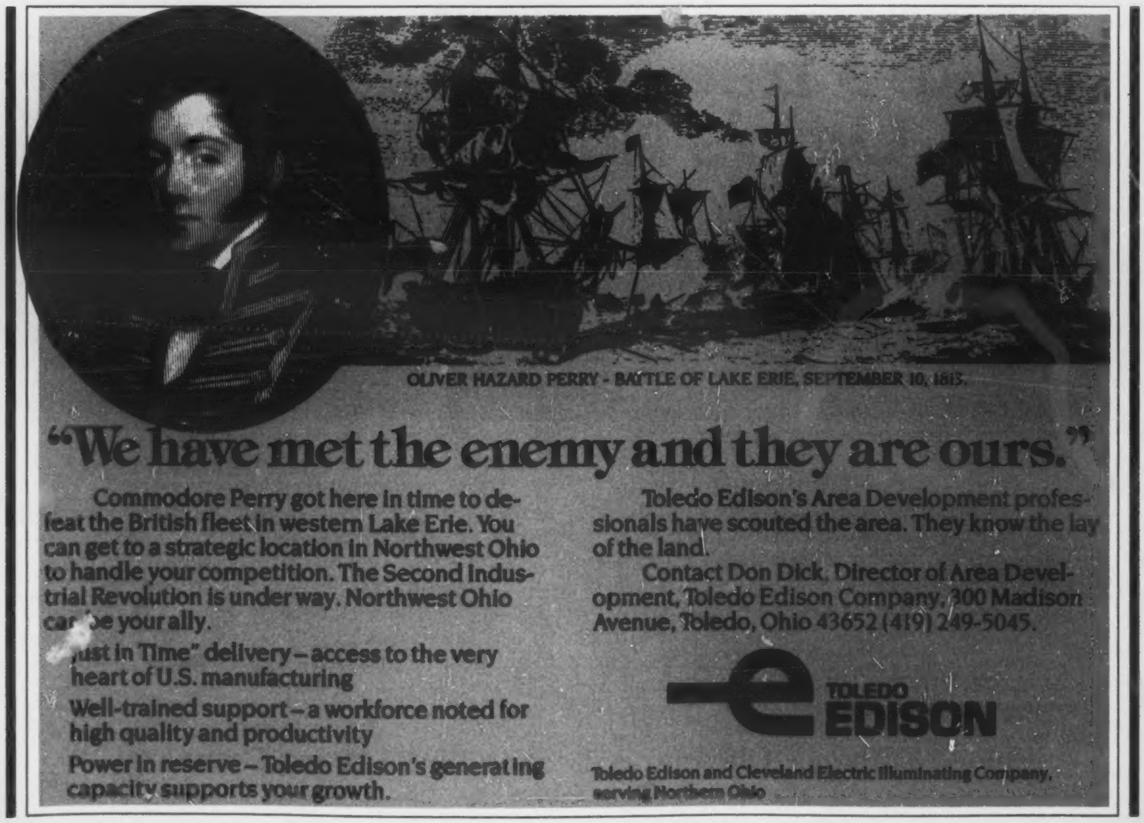
* thousand short tons

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (C) = Cleveland.

Akron 1, 2, 6, 12, 13, 20, 21, 23, 24, 26, 29, 30, 32, 33, 35
Barberton 1, 2, 6 (Akron)
Bowling Green 1 (Toledo)
Brook Park (C)
Brunswick (C)
Canton 1, 2, 6 (Akron)
Cincinnati 1-6, 13, 14, 17, 19, 22, 23, 26, 27, 29, 31, 32, 34, 35, 37
Cleveland 1, 2, 4-6, 10, 13, 19, 22-25, 28-35, 37
Cleveland Heights (C)
Columbus 1, 2, 4-6, 11, 13, 14, 16, 18, 19, 22-24, 26, 29, 30, 32-37
Cuyahoga Falls 1, 2 (Akron)
Dayton 1, 2, 13, 14, 17, 18, 22, 23, 26, 29, 30, 32-35, 37
East Cleveland (C)
Elyria 1, 2 (C)
Euclid 1, 6 (C)
Fairborn 1 (Dayton)
Fairfield (Cincinnati)
Findlay 1, 6 (Toledo)
Garfield Heights (C)
Hamilton 2, 6 (Cincinnati)
Kent 1, 2, 6 (Akron)
Kettering (Dayton)
Lakewood (C)
Lancaster 2 (Columbus)
Lima 2, 3, 6, 9 (Dayton)
Lorain 1, 2, 6 (C)
Mansfield 1, 2, 25
Maple Heights (C)
Marion 1, 2, 6 (25 through Galion)
Massillon 1, 2, 6 (Akron)
Mentor 1,6 (C)
Middletown 1, 2 (Dayton)
Newark 1, 2 (Columbus)
North Olmstead (C)
Norwood 1, 2, 6 (Cincinnati)
Parma 2 (C)
Portsmouth 2, 6 (Huntington, WV)
Sandusky 1, 6 (C)
Shaker Heights (C)
South Euclid (C)


OLIVER HAZARD PERRY - BATTLE OF LAKE ERIE, SEPTEMBER 10, 1813.

"We have met the enemy and they are ours."

Commodore Perry got here in time to defeat the British fleet in western Lake Erie. You can get to a strategic location in Northwest Ohio to handle your competition. The Second Industrial Revolution is under way. Northwest Ohio can be your ally.

"Just in Time" delivery – access to the very heart of U.S. manufacturing

Well-trained support – a workforce noted for high quality and productivity

Power in reserve – Toledo Edison's generating capacity supports your growth.

Toledo Edison's Area Development professionals have scouted the area. They know the lay of the land.

Contact Don Dick, Director of Area Development, Toledo Edison Company, 300 Madison Avenue, Toledo, Ohio 43652 (419) 249-5045.

TOLEDO EDISON

Toledo Edison and Cleveland Electric Illuminating Company, serving Northern Ohio

Circle 43 on Brochure Service Card

OHIO

Springfield 1, 3 (Dayton)
Steubenville 1, 6 (Pittsburgh, PA)
Stow (Akron)
Strongsville 2 (C)
Toledo 1-3, 5, 6, 22, 23, 30, 32-34, 36, 37
Upper Arlington (Columbus)
Warren 1, 2 (Youngstown)
Youngstown 1, 2, 7, 12, 15, 30, 36
Zanesville 2, 6 (Columbus)

Railroads

1. Conrail
2. CSX Transportation, Inc.
3. Grand Trunk Western R.R. Co.
4. Illinois Central Gulf Railroad
5. Norfolk Southern Corp.
6. Norfolk and Western Railway
7. Pittsburgh & Lake Erie R.R. Co.
8. Seaboard System Railroad
9. Spencerville & Elgin R.R. Co.

Airlines

10. Air Canada-Air Ontario
11. Air Exchange, Inc.
12. Allegheny Commuter
13. American
14. American Eagle
15. BAS Airlines
16. Christman Air System
17. Comair
18. Commuter Express
19. Continental
20. Continental Express-Colgan Airways
21. Continental Express-Presidential Airways
22. Delta
23. Delta Connection-Comair
24. Eastern
25. Fisher Bros. Aviation
26. Florida Express
27. Midstate Airlines
28. Midway Airlines
29. Northwest
30. Northwest Airlink
31. Pan American
32. Piedmont
33. Piedmont Commuter-Jetstream Intl.
34. TWA
35. United
36. United Express-Air Wisconsin
37. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Akron — 14e, 10g
Barberton — 14e, 10g
Beaver Creek — 9eg
Bowling Green — 1e, 5g
Brook Park — 3e, 10g
Brunswick — 14e, 5g
Canton — 15e, 10g
Cincinnati — 2eg
Cleveland — 3e, 4e, 10g
Cleveland Heights — 3e, 10g
Columbus — 6e, 7e, 5g
Cuyahoga Falls — 8e, 10g
Dayton — 9eg, 17g
East Cleveland — 3e, 10g
Elyria — 14e, 5g
Euclid — 3e, 10g
Fairborn — 9eg, 14e
Fairfield — 2eg
Findlay — 15e, 5g
Garfield Heights — 3e, 10g
Hamilton — 11eg
Kent — 14e, 10g
Kettering — 9eg
Lakewood — 3e, 10g
Lancaster — 15e, 12g
Lima — 15e, 18g
Lorain — [illegible]4e, 5g
Mansfield — 14e, 5g
Maple Heights — 3e, 10g
Marion — 14e, 5g
Massillon — 14e, 10g
Mentor — 3e, 10g
Middletown — 2eg
Newark — 15e, 5g, 13g
North Olmsted — 3e, 10g
Norwood — 2eg
Parma — 3e, 5g
Portsmouth — 15e, 5g
Sandusky — 14e, 5g
Shaker Heights — 3e, 10g
South Euclid — 3e, 10g
Springfield — 14e, 5g
Steubenville — 15e, 5g
Stow — 14e, 10g
Strongsville — 3e, 5g
Toledo — 16e, 5g
Upper Arlington — 6e, 5g
Warren — 14e, 10g
Youngstown — 14e, 10g
Zanesville — 15e, 5g, 13g

1. Bowling Green Electric Dept.
304 N. Church, Box 388, Bowling Green 43402

Take a free 10 minute tour of Ohio's North Coast.

Soothing shorelines. Exciting water activities. Vibrant industries. Warm, friendly people.

This is Ohio's North Coast. And you can take a free tour. From Toledo in the northwest to Cleveland in the northeast, you'll get to meet the lake. The land. The people who make the North Coast a great place to live and work.

Whatever you're looking for, you'll find it on Ohio's North Coast. Buildings and sites for modern manufacturing facilities, state-of-the-art research labs, exciting new corporate headquarters locations, regional offices, warehouses and distribution centers.

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Circle 44 on Brochure Service Card

The Greater Cincinnati Advantage

There's only one place to look for every advantage you need.

Greater Cincinnati...where all the favorable factors come together. Labor, sites, taxes, transportation, marketing and supply all create one of the most advantageous positions of any major city in the eighties.

The advantage of a proven labor force.

The Tri-State's great diversity of industry has stimulated the development of a multiplicity of skills among the labor force. Productivity consistently surpasses the national average.

Sites. The Tri-State advantage.

Southwestern Ohio. Northern Kentucky. Southeastern Indiana. Your company will enjoy the unique advantage of choosing from the incentives and tax structures of not just one, but *three* leading business states.

Energy. Low prices and adequate supplies.

Electric and gas rates in Greater Cincinnati are well below the national average, and your energy needs will be met efficiently and reliably for years to come.

Indiana
Ohio
Greater Cincinnati
Kentucky

3 states. And a world of opportunity.

Transportation. The four-way advantage.

You'll find an international airport, rail, low-cost waterway shipping on the Ohio and Licking Rivers, and 150 common and specialized carriers serving the Greater Cincinnati commercial truck zone.

The advantages of marketing and supply.

There's proximity to raw materials and markets. Over 50% of the nation's population is within 500 miles.

Greater Cincinnati is an area that invites comparison. Once you have seen the alternatives, you will see the advantage...the Greater Cincinnati Advantage.

For our brochure, "The Greater Cincinnati Advantage," call or write:

The Area Development Section
The Cincinnati Gas & Electric Co.
and subsidiary companies
139 East Fourth St.
Cincinnati, OH 45202
Telephone 513-632-2595

Discover the Greater Cincinnati Advantage.

Circle 45 on Brochure Service Card

OHIO

2. Cincinnati Gas & Electric Co.
   139 E. 4th St., Cincinnati 45202
3. Cleveland Elec. Illum. Co.
   55 Public Sq., Cleveland 44101
4. Cleveland Public Power
   1201 Lakeside Ave., Cleveland 44114
5. Columbia Gas of Ohio, Inc.
   200 Civic Center Dr., Columbus
   43215
6. Columbus and S. Ohio Elec. Co.
   215 N. Front St., Columbus 43215
7. Columbus Elec. Div.
   90 W. Broad St., Columbus 43215
8. Cuyahoga Falls Elec. System
   2550 Bailey Rd., Cuyahoga Falls
   44221
9. Dayton Power & Light Co.
   Courthouse Plaza S.W., Box 1247
   Dayton 45401
10. East Ohio Gas Co.
    1717 E. 9th St., Cleveland 44114
11. Hamilton Dept. of Public Utilities
    20 High St., Hamilton 45011
12. Lancaster Municipal Gas Co.
    1507 E. Main St., Lancaster 43130
13. National Gas & Oil Corp.
    1500 Granville Rd., Newark 43055
14. Ohio Edison Co.
    76 S. Main St., Akron 44308-1890
15. Ohio Power Co.
    301 Cleveland Ave. S.W., Canton
    44702
16. Toledo Edison Co.
    300 Madison Ave., Toledo 43652
17. Union Light, Heat & Power Co.
    139 E. 4th St., Cincinnati 45202
18. West Ohio Gas Co.
    319 W. Market St., Lima 45802

Utility serving cities under 25,000:

Buckeye Power, Inc.
Robert Cleveland, Pres.
P.O. Box 26036, Columbus 43226
614/846-5757

DEVELOPMENT COUNSELORS:

State Development Agency

Baker, David J., Dir.
Ohio Dept. of Dev.
State Office Tower
30 E. Broad St.
Columbus, 43216
614/466-2480

Areas & Others

Akron

Easley, James P., Bus. Dev. Dir.
Ohio Edison Company
76 So. Main St., 18th Fl., 44308
216/384-5829

Hadley, Joseph, Exec. Dir.
Northeast Ohio Four County
Regional Plng. & Dev.
969 Copley Road, 44320-2992
216/836-5731

Ashtabula

Kepner, Bruce F., Econ. Dev. Rep.
Cleveland Elec. Illuminating Co.
P.O. Box 668, 44004
216/997-3131

Canton

Gahris, James C., Econ. Dev. Mgr.
Ohio Power Company
301 Cleveland, SW, 44701
216/438-7842

Cincinnati

Keller, Jerry, Area Dev. Mgr.
Cincinnati Gas & Elec. Co.
139 E. 4th St., 45202
513/632-2595

Cleveland

Evans, Gary, C.I.D. Econ. Dev. Mgr.
East Ohio Gas Co.
P.O. Box 5759, 44101
216/348-6444

Plato, William, V.P.
Cleveland Area Dev./Gtr.
Cleveland Growth Assoc.
690 Huntington Bldg., 44115
216/621-3300

Columbus

McCarthy, Michael, C.I.D., V.P.
Columbus Area Chamber of Comm.
37 N. High St., 43215
614/225-6940

Lowry, Andy
American Electric Power
1 Riverside Plz., 43215
614/223-2707

Forsblom, Bob, Dir.
Ind. & Comm. Dev. Dir.
Buckeye Power, Inc.
P.O. Box 26036, 43226-0036
614/846-5757

Snyder, William B., Econ. Dev. Mgr.
Columbus Southern Power
215 N. Front St., 43215
614/464-7388

Area Wage Survey

Average straight-time hourly earnings

	Cincinnati, OH KY/IN 7/86	Cleveland 9/86	Columbus 10/86	Dayton 12/85	Toledo OH/MI 6/86
Office, professional, & technical					
Payroll clerks ....$	8.28	7.52	7.84	7.13	8.53
Accounting clerks	7.56	7.62	6.89	6.94	7.94
File clerks	5.47	5.16	4.96	6.58	5.25
Typists	7.08	7.32	6.86	7.58	7.96
Key entry operators	7.73	6.85	6.39	6.46	7.04
Secretaries	9.58	9.39	8.99	8.99	10.35
Stenographers	9.10	9.40	NA	9.08	10.13
Switchbd opr-receptionists	6.77	6.41	6.35	6.04	6.51
Word processors	7.67	8.21	7.19	NA	8.01
Drafters	10.89	10.51	10.36	11.25	10.33
Electronic technicians	10.90	10.91	11.49	11.01	13.13
Computer operators	9.43	8.92	9.03	8.71	9.13
Computer programmers (business)	12.44	13.73	12.08	12.49	12.04
Computer systems analysts	15.71	16.24	16.82	15.44	15.61
Maintenance & powerplant					
Carpenters	12.79	14.95	NA	14.33	NA
Electricians	13.26	14.19	13.69	14.68	14.31
Engineers, stationary	12.85	12.77	13.08	14.69	14.09
Machinists	12.49	12.97	12.35	11.58	14.18
Mechanics (machinery)	11.94	13.37	12.40	13.83	14.27
Tool & die makers	13.91	14.21	14.88	15.03	14.12
Custodial & material movement					
Guards	4.72	4.79	4.97	6.49	12.12
Janitors, porters, & cleaners	5.67	6.39	5.00	7.17	7.08
Laborers, material handling	10.28	9.33	9.83	8.79	12.35
Shippers & receivers	9.53	9.15	8.40	9.19	9.29
Truckdrivers	11.22	11.04	11.80	10.51	12.25
Forklift operators	10.61	11.37	9.71	11.53	11.40

Dayton

Appel, Arnold A., Area Dev. Dir.
Dayton Power & Light Co.
Courthouse Plz. S.W.
P.O. Box 1247, 45401
513/224-5930

Pearson, Bruce, Pres.
Dayton Dev. Council
1880 Kettering Tower, 45423-1880
513/226-8222

Hamilton

Landi, Patrick, Dir.
Hamilton Ohio Comm. Dev. Dept.
20 High St., 45011
513/868-5855

Independence

Vosmik, George, Mgr., Econ. Dev.
Centerior Energy
6200 Oaktree Blvd., 44131
216/447-3100

Mentor

Lane, Elaine, Econ. Dev. Coord.
City of Mentor
500 Civic Center Blvd., 44060
216/255-1100

Portmouth

Cawthorne, John W., Pres.
Scioto Econ. Dev. Corp.
P.O. Box 1606, 45662
614/354-7779

Toledo

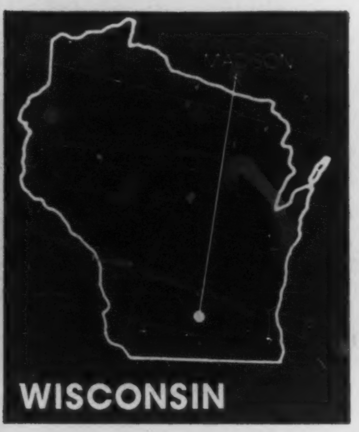
Dick, Donald F., Area Dev. Dir.
Toledo Edison Co.
300 Madison Ave., Edison Plz., 43652
419/249-5045

Wauseon

Bell, Nelson D., Dir.
Fulton Cty. Econ. Dev.
Fulton Court House, 43567
419/335-4928

Xenia

Wright, Joy L., Econ. Dev. Coor.
City of Xenia
23 W. Main St., 45385
513/376-7286



STATE INFORMATION:

Financial assistance to industry:
- Industrial revenue bonds for buildings, land, equipment & machinery, & pollution abatement
- Customized labor training funds
- Technology development fund
- Business development loans

Tax rates:

Corporate income tax	7.9%
Personal income tax	4.9%-6.93%
Rates reduced in 1987. Top rate now 6.93% on net income over $20,000 when filing jointly or more, tax brackets indexed to account for inflation	
Capital gains exclusion	60% retained
Sales tax	5%
Property tax (state average)	$22.30/M
All inventories exempt. Machinery and equipment used in production exempt. Waste treatment facilities exempt.	
Incorporation tax	$1.25/M
Francise tax	$10 annual filing fee
Inventory tax	none
Gasoline tax	$.20/gal.

Advanced education facilities:

Four-year colleges & universities	44
Two-year or junior colleges	14
Vocational & business schools	40

Medical facilities:

Hospitals	144
Clinics	NA

Labor analysis:

Civilian labor force	2,473,000 (1987)
High school graduates	1,093,000 (1980)

For additional labor market information, contact Dept. of Industry, Labor & Human Relations, P.O. Box 7903, Madison, WI 53707, 608/266-7034

Environment controls:

Air & water pollution: Permits Coordinator, Dept. of Natural Resources, P.O. Box 7921, Madison, WI 53707, 608/266-9256

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1987
WISCONSIN	4,705.3	4,834.6
Appleton	56.0	63.7
Beloit	35.2	34.1
Brookfield	34.0	NA
Eau Claire	51.5	54.7
Fond du Lac	35.9	NA
Green Bay	87.9	92.4
Greenfield	31.5	NA
Janesville	51.1	51.9
Kenosha	77.7	75.6
La Crosse	48.3	49.0
Madison	170.6	176.4
Manitowoc	32.5	NA
Menomonee Falls	27.8	NA
Milwaukee	636.2	611.5
New Berlin	30.5	NA
Oshkosh	49.7	51.4
Racine	85.7	83.4
Sheboygan	48.1	47.9
Superior	29.6	27.5
Waukesha	50.3	52.1
Wausau	32.4	32.4
Wauwatosa	51.3	50.1
West Allis	64.0	64.6

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1987
Appleton-Oshkosh-Neenah	291.3	306.8
Duluth, MN/WI	266.7	258.3
Eau Claire	130.5	138.7
Green Bay	175.3	186.2
Janesville-Beloit	139.4	139.5
*Kenosha	123.1	121.5
La Crosse	91.1	95.2
Madison	323.5	343.6
*Milwaukee	1,397.1	1,395.1
Minneapolis-St. Paul, MN/WI	2,137.0	2,323.3
*Racine	173.1	174.4
Sheboygan	100.9	102.9
Wausau	111.3	115.1

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
WISCONSIN	527.8	41.9	10.66
Appleton-Oshkosh	50.8	42.4	10.87
Eau Claire	10.0	41.0	10.85
Green Bay	24.6	42.2	11.89
Janesville-Beloit	17.0	40.3	11.99
Kenosha	15.3	41.6	12.73
La Crosse	10.4	41.1	9.06
Madison	22.9	41.1	9.74
Milwaukee	168.5	41.9	11.74
Racine	24.1	41.3	11.16
Sheboygan	19.8	42.8	9.40
Wausau	13.4	43.1	10.12

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WISCONSIN	2,512.1	124.4	5.0
Appleton-Oshkosh-Neenah	166.5	7.9	4.8
Eau Claire	71.8	3.4	4.7
Green Bay	106.3	5.5	5.1
Janesville-Beloit	70.5	4.5	6.4
Kenosha	56.0	3.0	5.3
La Crosse	53.1	2.1	4.0
Madison	217.1	7.0	3.2
Milwaukee	739.7	33.3	4.5

WISCONSIN

Racine		
85.4	4.6	5.4
Sheboygan		
54.1	2.3	4.3
Wausau		
60.4	2.8	4.7

*preliminary figures

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
62.8	NA	NA
MANUFACTURING		
514.8	41.1	10.26
DURABLE GOODS		
315.4	41.2	10.56
Lumber & wood prods.-SIC 24		
22.6	41.3	7.61
Furniture & fixtures-SIC 25		
9.8	41.3	7.50
Stone, clay, & glass prods.-SIC 32		
7.8	42.4	9.50
Primary metal industries-SIC 33		
19.3	41.5	9.94
Fabricated metal products-SIC 34		
51.4	40.2	10.18
Machinery, except electrical-SIC 35		
100.1	42.0	11.62
Electrical & electronic equip.-SIC 36		
50.1	40.0	9.99
Transportation equipment-SIC 37		
32.8	41.9	13.90
Instruments & related prods.-SIC 38		
11.4	39.5	8.92
Misc. mfg. industries-SIC 39		
10.1	NA	NA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Lime	328	18,277
Peat	17	W
Sand & gravel:		
Construction	19,700	46,400
Industrial	1,150	12,000
Stone:		
Crushed	18,400	55,800
Dimension	23	2,878
Combined value of abrasives, cement (masonry, 1985; portland, 1985-86), gem stones, and values indicated by symbol W		3,235
Total 1986 (preliminary)		138,290

* thousand short tons

W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Appleton	15	71	7728	515
Beloit	20	74	6611	791
Eau Clair	10	71	8463	472
Fond Du Lac	16	71	7568	521
Green Bay	14	70	8143	381
La Crosse	14	73	7540	683
Madison	16	71	7642	467
Manitowoc	18	70	7517	388
Milwaukee	19	71	7326	470
Oshkosh	15	71	7692	523
Racine	20	72	6919	591
Sheboygan	20	71	7232	428
Superior	9	66	9378	192
Waukesha	18	72	7194	570
Wausau	11	69	8565	371

Area Wage Survey

Average straight-time hourly earnings

	Green Bay 8/86	Milwaukee 5/86	Minneapolis-St. Paul-MN/WI 1/86
Office, professional, & technical			
Payroll clerks $	7.94	7.93	8.30
Accounting clerks	7.66	7.57	7.61
File clerks	NA	6.18	5.44
Typists	NA	7.41	6.41
Key entry operators	6.47	7.56	7.11
Secretaries	8.80	9.28	9.15
Stenographers	NA	9.69	9.72
Switchbd opr-recept's	5.65	6.32	6.74
Word processors	5.85	8.18	7.95
Drafters	NA	10.95	10.75
Electronics technicians	NA	12.11	12.31
Computer operators	8.84	10.23	9.00
Computer programmers (business)	10.62	12.85	12.50
Computer systems analysts	12.81	16.76	16.14
Maintenance & powerplant			
Carpenters	NA	13.80	14.30
Electricians	13.65	14.80	15.61
Engineers, stationary	NA	13.40	13.07
Machinists	13.12	15.80	14.57
Mechanics (machinery)	12.99	13.80	12.52
Tool & die makers	NA	14.68	14.59
Custodial & material movement			
Guards	NA	5.21	5.97
Janitors, porters, & cleaners	5.34	4.89	6.38
Laborers, mat'l handling	9.44	10.60	10.39
Shippers & receivers	9.23	9.54	9.35
Truckdrivers	11.52	11.40	12.86
Forklift operators	10.64	11.38	11.52

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Appleton 2, 9, 19, 21, 25
Beloit 2, 8, 20
Brookfield 8 (Milwaukee)
Eau Claire 2, 8, 9, 21, 22
Fond du Lac 2, 8, 9 (Oshkosh)
Green Bay 2, 4, 8, 9, 11, 18, 21, 22, 25
Greenfield 8 (Milwaukee)
Janesville 2, 8 (Rockford, IL)
Kenosha 2 (Milwaukee)
La Crosse 1, 2, 8, 11, 21, 25
Madison 2, 8, 11, 18, 19, 21, 23-25
Manitowoc 2, 3, 8, 9, 15, 16
Menomonee Falls (Milwaukee)
Milwaukee 2, 5, 8-14, 19-26
New Berlin 2 (Milwaukee)
Oshkosh 2, 8, 9, 22, 25
Racine 2, 8 (Milwaukee)
Sheboygan 2 (Green Bay)
Superior 1, 2, 6, 8, 9 (Duluth, MN)
Waukesha 2, 8, 9 (Milwaukee)
Wausau 2, 8, 9 (11, 17, 21, 22, 25 through Central Wisconsin)
Wauwatosa 2, 8 (Milwaukee)
West Allis 2, 8 (Milwaukee)

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western Trans. Co.
3. CSX Transportation, Inc.
4. Escanaba & Lake Superior R.R. Co.
5. Grand Trunk Western R.R. Co.
6. Illinois Central Gulf Railroad
7. Milwaukee Road
8. Soo Line Railroad Co.
9. Wisconsin Central Ltd.

Airlines

10. American
11. American Eagle
12. Continental
13. Delta Connection-Comair
14. Eastern
15. Great Lakes Aviation
16. Great Lakes Link-Alliance
17. Midstate Airlines
18. Midway Connection-Midway Commuter
19. Midwest Express
20. MST Aviation
21. Northwest
22. Northwest Airlink
23. TWA
24. United
25. United Express-Air Wisconsin
26. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Appleton — 6e, 9g
Beloit — 10eg, 4g
Brookfield — 6e, 8g, 9g
Eau Claire — 3eg
Fond du Lac — 10eg
Green Bay — 11eg
Greenfield — 6e, 8g, 9g
Janesville — 10eg
Kenosha — 6e, 9g
La Crosse — 3eg
Madison — 1eg, 10g
Manitowoc — 2e, 7g
Menomonee Falls — 6e, 8g
Milwaukee — 6e, 8g, 9g
New Berlin — 6e, 9g
Oshkosh — 11eg
Racine — 6e, 9g
Sheboygan — 10e, 11g
Superior — 5eg
Waukesha — 6e, 9g
Wausau — 11e, 7g
Wauwatosa — 6e, 8g
West Allis — 6e, 8g

1. Madison Gas & Elec. Co.
   133 S. Blair St., Box 1231, Madison 53701
2. Manitowoc Public Utilities
   1303 S. 8th St., Box 278, Manitowoc 54220
3. Northern States Power Co. (Wisc.)
   100 N. Barstow St., Eau Claire 54701
4. S. Beloit Water, Gas & Electric Co.
   Box 629, Beloit 53511
5. Superior Water, Light & Power Co.
   1230 Tower Ave., Superior 54880
6. Wisconsin Elec. Power Co.
   231 W. Michigan St., Box 2046, Milwaukee 53201
7. Wisconsin Fuel & Light Co.
   402 N. 10th St., Box 768, Manitowoc 54220
8. Wisconsin Gas Co.
   626 E. Wisconsin Ave., Milwaukee 53202
9. Wisconsin Natural Gas Co.
   233 Lake Ave., Racine 53401
10. Wisconsin Power & Light Co.
    222 W. Washington Ave., Box 192, Madison 53701
11. Wisconsin Public Service Corp.
    700 N. Adams St., Box 19001, Green Bay 54307

Utility serving cities under 25,000:

Dairyland Power Co-op
James W. Taylor, Gen. Mgr.
P.O. Box 817, LaCrosse 54602
608/788-4000

DEVELOPMENT COUNSELORS:

State Development Agency

Mauer, Bruno, Sec'y
Wisconsin Dept. of Dev.
123 W. Washington Ave.
P.O. Box 7970
9th Fl., Loraine Bldg.
Madison, 53707
608/266-1018

Areas & Others

Baraboo

Ehrfurth, Paul W., Exec. Dir.
Sauk Cty. Dev. Corp.
124 2nd St., P.O. Box 33, 53913
608/356-3133

Eau Claire

Carlson, Craig W., Exec. Dir.
Eau Claire Cty. Ind. Dev. Corp.
505 Dewey St., S. 54701
715/834-0070

Chasteen, Jerry, Exec. Dir.
West Central Wisconsin Reg. Plng. Comm.
124½ Graham Ave., 54701
715/836-2918

Fond du Lac

Zeller, John L., Coord.
Fond du Lac Area Econ. Auth.
207 N. Main St.
P.O. Box 1303, 54935
414/929-2928

Kenosha

Bechler, John, Dir.
Kenosha Area Dev. Corp.
812 56th St., 53140
414/654-2167

Madison

Borden, Edith, CID, Econ. Dev. Cons.
Grassman, Victor A., Econ. Dev. Cons.
Wisconsin Dept. of Dev.
123 Washington Ave., 53707
608/266-7531
608/266-0563

Director
Wisconsin Power & Light
222 W. Washington Ave., 53701
608/252-3251

Milwaukee

Czarnecki, Stephen L., Dir.
Milwaukee Cty. Dept. of Publ. Wks.
907 N. 10th St., 53233
414/278-4905

Franke, Jerold P., V.P.
Forward Wisconsin, Inc.
11270 W. Park Pl., Ste 550, 53224
414/359-2359

Strain, Laura, V.P.
Metro Milwaukee Assoc. of Comm.
756 N. Milwaukee St., 53202
414/273-3000

Sheboygan

Wilson, Scott
Sheboygan Dev. Corp.
P.O. Box 687, 53082
414/457-9491

Wisconsin's
Prime Sites

Kenosha County, situated between Chicago and Milwaukee, offers prime sites on the I-94 Business Connection. Kenosha's central location taps into the nation's third largest economy — the Great Lakes region — with overnight access.

YES
KENOSHA

Consider these advantages:

- Prime sites in three major industrial parks
- A skilled labor force
- Financial incentives
- Abundant, low-cost electric and water
- Fully-improved sites, as low as $14,000 per acre
- Ideal location for manufacturing, warehousing or commercial ventures
- State corporate taxes lower than Minnesota, Michigan, Indiana, California, or New York

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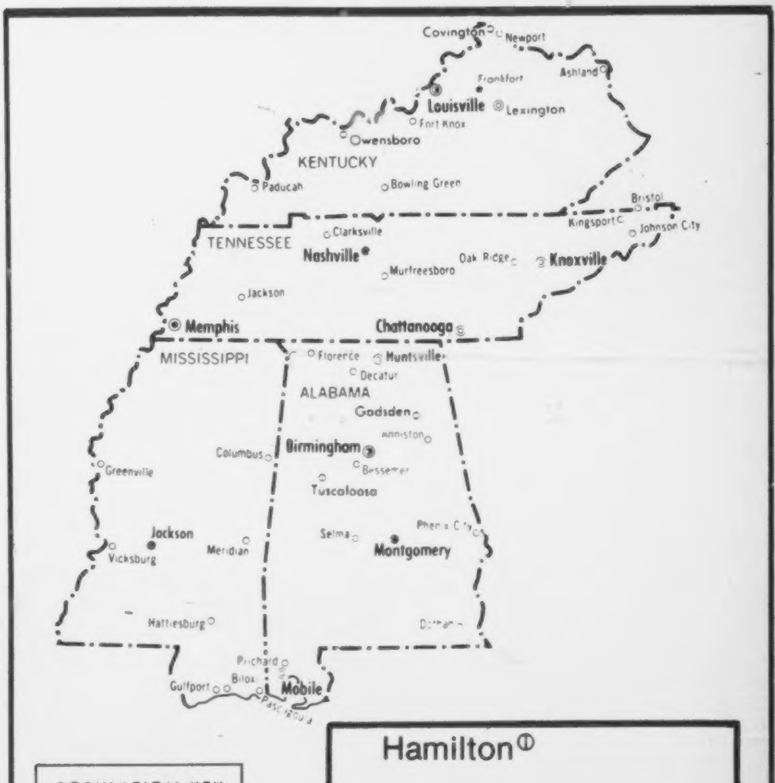
KENOSHA AREA
DEVELOPMENT CORPORATION
John Bechler, Director
812 56th Street • Kenosha, WI 53140
(414) 654-2167
Building Private/Public Partnerships

Circle 46 on Brochure Service Card

EAST SOUTH CENTRAL

- ALABAMA
- KENTUCKY
- MISSISSIPPI
- TENNESSEE

Regional Review


Covington
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Paducah
Bowling Green
Bristol
Kingsport
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Clarksville
TENNESSEE
Nashville
Murfreesboro
Oak Ridge
Knoxville
Jackson
Memphis
Chattanooga
MISSISSIPPI
Florence
Huntsville
Decatur
ALABAMA
Gadsden
Anniston
Columbus
Birmingham
Greenville
Bessemer
Tuscaloosa
Jackson
Vicksburg
Meridian
Selma
Phenix City
Montgomery
Hattiesburg
Dothan
Prichard
Biloxi
Gulfport
Mobile
Pascagoula
POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
Hamilton
OHIO
Cincinnati
Norwood
Covington
Newport
KY.
0 Miles 10
0 5 10 Miles
New Albany
Louisville
Pleasure Ridge Park
IND.
KY.

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Following are summaries of some of the events affecting site location in each of the East South Central states in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Alabama. The big news in Alabama last year was the signing of the state's tort reform package—these new laws have been called the nation's fairest to business. The Alabama Development Office says the new legislation severely limits the circumstances under which damages can be recovered, thus discouraging lawsuits. If a suit is brought, the reforms give the defendant new advantages that improve his or her ability to defend the case. And, the new laws provide help for the defendant if he or she loses.

Along with this new legislation, other events made 1987 a good year for Alabama. For one, there were 90 new facility announcements in the state, with a total capital investment of over $170 million. Some of the larger facilities announced included Leesburg Yarn Mills, Inc., which, when running, will increase employment in Leesburg by 400; Beaulieu of America, Inc., which will bring 400 new jobs to Bridgeport; and Goody Products, Inc., and American Apparel, Inc., which will bring 250 jobs to Dothan and Selma respectively.

According to *Inc.* magazine, Huntsville is the seventh-"hottest" city in the country. Huntsville received this high rating based on its 41.9% job-growth rate, its 4.3% business-growth rate, and its 3.8% rate for fast-growth companies (all figures were computed from 1983 to 1987). Further down on *Inc.*'s list were Birmingham at 64th place, Montgomery at 81st place, and Mobile at 114th place.

Kentucky. In fiscal 1987, Kentucky appropriated $131 million of the general fund budget for education, and another $141 million is budgeted for fiscal 1988. The funds will go toward reducing class sizes and toward teachers' pay, among other things.

The increase in education spending is part of a biennial budget started in 1986. This budget also includes provisions for the state's first rainy-day fund; $25 million made its way into the fund in fiscal 1987.

In 1986, much attention was turned toward Georgetown and the $800-million plant Toyota announced it was locating there. Since that time, there has been a court challenge to the $125 million in revenue bonds the state wants to sell for the plant. Despite the delay, the plant is expected to start operation in 1989, and when it does, it will boost the area's employment by more than 3,000 jobs.

Mississippi. According to Jerry McDonald, executive director of the Mississippi Department of Economic Development, "1987 was a banner year for economic development" in the state. One reason for this was the number of announced intentions to locate or expand businesses in the state, which was 32% higher than a year ago.

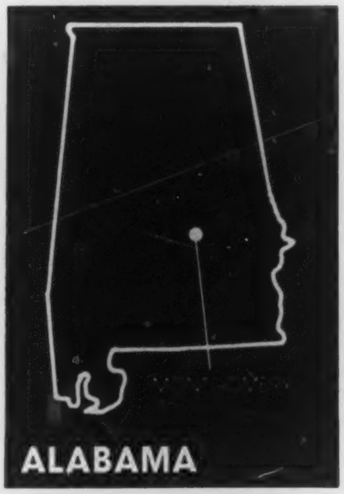
Specifically, there were announcements of 704 new or expanding industrial facilities during 1987, which should result in 17,904 new jobs and projected capital investment of over $808 million. 112 new manufacturing facilities were announced, creating 6,302 new jobs and over $128 million in capital investments. Manufacturing expansion or improvement announcements totalled 592, resulting in 11,601 new jobs and over $680 million in capital investment.

Some of these new companies announcing moves to Mississippi last year included Fishco Inc., which will open a facility in Belzoni employing 432; Nemco, which will employ 600 in Dekalb; Action Industries, adding 400 new jobs in Saltillo; and Schnadig Corp., increasing employment in Belmont by 434. The larger companies announcing expansions included Bench Craft, Inc., in Blue Mountain, an expansion that will add 600 employees to its payroll; Washington Furniture Manufacturing Co., which will make 400 new jobs available in Pontotoc; Town-House Penthouse Industries in Booneville, which will add 350 new employees; and Marshall Durbin Inc., which will expand by 355 jobs in Canton.

Tennessee. Legislation enacted into law in Tennessee's 1987 General Assembly session included sales-tax exemptions on construction machinery, steel fabricators, and repairs on equipment used in interstate commerce. New air-pollution penalties were enacted, as was a bill for assistance to local governments for wastewater-facility compliance. In addition, immunity was expanded for nonprofit organizations regarding tort liability.

The April 1987 issue of *City & State*, which ran a special issue called "The 50 States," described Tennessee as "a new-age phoenix." It stated that "economists finger Tennessee as one of the stars of the New South" based in part on the large amount of Japanese investment in the state, which is 10% of the nationwide activity.

Some of the larger companies that located to or expanded in Tennessee in 1987 and that created more than 100 new jobs in so doing, included John Deere in Greenville; Fruehauf Corp. in Huntsville; Oshkosh B'Gosh, Inc., in Whitehouse and Byrdstown; Quaker Oats Company in Jackson; Rubbermaid in Maryville; Toshiba America, Inc., in Lebanon; and United Parcel Service in Knoxville. ☐



STATE INFORMATION:

Financial assistance to industry:

- Tax incentives:
  - Business inventory exempt from all taxes
  - Franchise tax exemption
  - Property tax exemptions
  - Certain other local tax exemptions
  - Ad valorem tax exemptions for up to 10 years may be granted
- Bond financing for buildings, land, & equip.
- Bond financing for pollution control
- Site grant programs
- Block grant programs
- Aid for job training (Job Training Partnership Program)
- Sales tax exemptions on building materials & equip. financed by industrial development bonds
- Free employee training through AIDT
- Enterprise zones

Tax rates:

Corporate income tax (after fed. tax deduction)	5%
Personal income tax graduated to 5%	
Sales tax (auto, mining, mfg., & farm equip. 1 ½%)	4%
General property tax	assessment value for ind. property set at 20% fair market. State levies 6½ mills on assessed value; county & municipal rates vary (exempt if I.D. bond financed)
Corporate organization tax	$45 filing articles, $100 merger for domestic. $70 + .1% of employed capital over $1,000 for foreign
Franchise tax (if not exempt)	$10 per $1000 for capital stock for domestic. $3 per $1000 of book value of capital employed in Ala. for foreign
Inventory tax	none
Gasoline tax	$.11/gal.

Advanced educational facilities:

Four-year colleges & universities (+ 5 branch campuses)	29
Two-year or junior colleges	27
Vocational technical colleges	28 (public)

Medical facilities (licensed):

Hospitals (acute care)	137
Nursing homes	219
Domicillary medical	99
Maternity homes	3
Cerebral palsy	2
Rehabilitation clinics	11
Abortion clinics	9
Renal disease clinics	23
HMOs	8
Independent clinical labs	92
Surgical centers	13

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
ALABAMA	3,890.1	4,093.1
Anniston	29.5	30.3
Auburn	28.5	NA
Bessemer	31.7	31.4
Birmingham	284.4	282.6
Decatur	42.0	45.2
Dothan	48.8	54.5
Florence	37.0	37.3
Gadsden	47.6	47.3
Huntsville	142.5	160.0
Mobile	200.5	205.8
Montgomery	178.2	193.8
Phenix City	26.9	NA
Prichard	39.5	NA
Selma	26.7	NA
Tuscaloosa	75.1	75.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
ALABAMA		
364.6	41.7	8.80

ALABAMA			
Birmingham	53.3	41.1	8.98
Mobile	26.2	41.9	10.18

*preliminary figures for production workers

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1987
Anniston	116.9	124.6
Birmingham	884.0	922.0
Columbus, GA/AL	239.2	248.1
Dothan	122.4	129.6
Florence	135.0	140.0
Gadsden	103.1	103.9
Huntsville	197.0	225.2
Mobile	442.8	471.7
Montgomery	272.7	299.7
Tuscaloosa	137.5	144.2

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	71.1	NA	NA
MANUFACTURING	356.5	40.8	8.48
DURABLE GOODS	174.8	41.5	8.96
Lumber & wood prods.-SIC 24	29.2	41.8	6.60
Stone, clay, & glass prods.-SIC 32	9.0	44.0	8.91
Primary metal industries-SIC 33	26.5	40.8	11.45
Fabricated metal products-SIC 34	22.7	40.7	8.12
Machinery, except electrical-SIC 35	19.7	41.3	8.55
Electrical & electronic equip.-SIC 36	22.7	40.6	7.99
Transportation equipment-SIC 37	26.6	42.7	12.63

Area Wage Survey

Average straight-time hourly earnings

	Hunts-ville 2/86
Office, professional, & technical	
Payroll clerks	$ 6.93
Accounting clerks	6.53
File clerks	NA
Typists 1	5.36
Key entry operators	7.59
Secretaries	8.74
Switchbd opr-recept's	6.10
Word processors	7.51
Drafters	8.68
Electronic technnicians	10.06
Computer operators	7.60
Computer programmers	11.95
Computer systems analysts	18.15
Maintenance & powerplant	
Carpenters	11.28
Electricians	14.44
Engineers, stationary	NA
Machinists	11.75
Mechanics (machinery)	13.46
Tool & die makers	13.82
Custodial & material movement	
Guards	5.58
Janitors, porters, & cleaners	4.87
Laborers, mat'd hdlg	9.37
Shippers & receivers	7.94
Truckdrivers	8.32
Forklift operators	8.21

Unemployment

Major Market Areas (10/87)*

	Work Force thousands	Unemployed Thousands	Unemployment Percent
ALABAMA	1,931.9	133.8	6.9
Birmingham	456.2	27.0	5.9
Huntsville	132.3	6.3	4.7
Mobile	214.3	20.1	9.4
Montgomery	139.1	8.5	6.1
Tuscaloosa	72.3	3.8	5.2

*preliminary figures

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement		
Portland	3,700	169,200
Masonry	255	17,700
Clays (excl. bentonite)	3,198	18,231
Gem stones	NA	W
Lime	1,147	49,343
Sand & gravel:		
Construction	12,000	33,500
Industrial	500	4,500
Stone:		
Crushed	24,100	121,300
Dimension	8	968
Combined value of bauxite, clays (bentonite), salt, and values indicated by symbol W		7,979
Total 1986 (preliminary)		422,721

* thousand short tons

W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

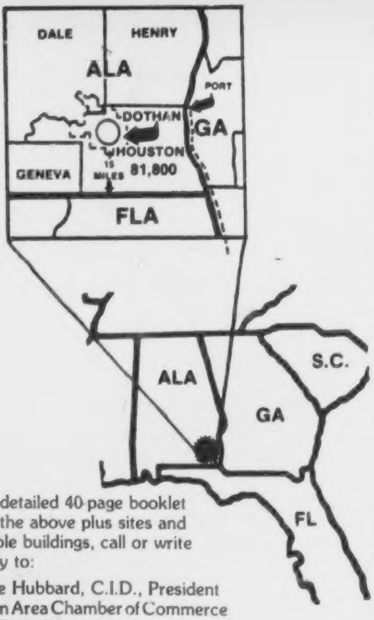
	Temp. F Jan.	Temp. F Jul.	Degree Days Heating	Degree Days Cooling
Birmingham	42	80	2943	1891
Gadsden	41	79	3160	1671
Huntsville	40	79	3279	1708
Mobile	51	82	1695	2643
Montgomery	47	82	2277	2274
Selma	48	82	2040	2433
Tuscaloosa	44	81	2675	2102

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Anniston 2, 6, 13
Auburn 2 (Columbus, GA)



DOTHAN MSA - SERVING THE SOUTHEAST

- Frequent air service to Atlanta & Memphis
- Four year college
- Community college
- 44,000,000 people within 500 miles
- Regional medical facilities, 3 hospitals w/675 beds
- Climate:
  Average Jan. Low 33.7
  Average July High 90.2
- Excellent labor force
- Free training program
- U.S. 231 N. 4-lane to I-65, I-85; U.S. 231 S. 4-lane to Florida and connects I-10; U.S. 431 and U.S. 84
- Four railroads
- Barge service on the Chattahoochee River, 9′ x 100′ channel
- Industrial bonds

For a detailed 40-page booklet on all the above plus sites and available buildings, call or write directly to:

J. Dale Hubbard, C.I.D., President
Dothan Area Chamber of Commerce
P. O. Box 638
Dothan, AL 36302
(205) 792-5138

Circle 47 on Brochure Service Card

Bessemer 2, 6 (Birmingham)
Birmingham 1, 2, 4-7, 10-12, 14-17, 19, 20, 22, 23
Decatur 2, 6 (Huntsville)
Dothan 2, 6, 13, 15, 18
Florence 2, 6 (13 through Muscle Shoals)
Gadsden 2, 13
Huntsville 2, 6, 7, 11, 13-17, 21, 22
Mobile 1-7, 9, 10, 12, 14, 17
Montgomery 1, 4, 6, 8, 10, 12, 13, 15, 17
Phenix City 6 (Columbus, GA)
Prichard 4 (Mobile)
Selma 2, 6 (Montgomery)
Tuscaloosa 3, 4, 8, 13

Railroads

1. Burlington Northern R.R. Co.
2. CSX Transportation, Inc.
3. Gulf and Mississippi Railroad
4. Illinois Central Gulf R.R. Co.
5. Norfolk Southern Corp.
6. Southern Railway

Airlines

7. American
8. American Eagle
9. Continental
10. Continental Commuter-Air New Orleans
11. Continental Express-Presidential Airways
12. Delta
13. Delta Connection-Atlantic Southeast
14. Eastern
15. Eastern Express-Metro
16. Florida Express
17. Northwest
18. Northwest Airlink
19. Piedmont
20. Southwest Airlines
21. Tennessee Airways
22. United
23. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anniston — 2e, 1g
Auburn — 2e, 1g
Bessemer — 4e, 1g
Birmingham — 2e, 1g
Decatur — 5eg
Dothan — 6e
Florence — 7eg
Gadsden — 2e, 1g
Huntsville — 9eg
Mobile — 2e, 10g
Montgomery — 2e, 1g
Phenix City — 2e, 11g
Prichard — 2e, 10g
Selma — 2e, 1g
Tuscaloosa — 2e, 1g

1. Alabama Gas Corp.
   2101 6th Ave. N., Birmingham 35203
2. Alabama Power Co.
   600 N. 18th St., Box 2641,
   Birmingham 35291
3. Alabama-Tennessee Natural Gas Co.
   P.O. Box 918, Florence 35631
4. Bessemer Electric Service
   P.O. Box 846, Bessemer 35021
5. Decatur Utilities (Electric)
   P.O. Box 2232, Decatur 35602
   Decatur Utilities (Gas)
   110 Johnson St., S.E., Decatur 35601
6. Dothan Electric Dept.
   126 N. St. Andrews St., Box 2128
   Dothan 36302
7. Florence Electricity (Gas) Dept.
   110 W. College, Box 877 (Box 2818),
   Florence 35631
8. Hardin County Gas Co.
   P.O. Box 357, Florence 35630
9. Huntsville Utilities
   P.O. Box 2048, Huntsville 35804
10. Mobile Gas Service Corp.
    2828 Dauphin St., Mobile 36606
11. Phenix City Dept. of Public Utilities
    1119 Broad St., P.O. Drawer 760
    Phenix City 36868
12. Southeast Alabama Gas Dist.
    U.S. Hwy. 29 N., Andalusia 36420

Utility serving cities under 25,000:

Cullman Elec. Co-op
Odie Johnson, Interim Mgr.
P.O. Box 1527, Cullman 35056
205/734-6511

DEVELOPMENT COUNSELORS:

State Development Agency

Rumbarger, David, Asst. Dir.
Alabama Dev. Off.
State Capitol
Montgomery, 36130
205/263-0048

Birmingham.
A Site More Than You Might Expect.

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Birmingham. A prime location in the heart of the South, with an abundance of parks, sites and buildings, incubator facilities and a growing network of public/private partnerships. A five-county metropolitan area, where the pleasant mix of urban and rural combine with a healthy cultural and educational climate for a quality of life you'll find nowhere else.

We'll be glad to tell you more.
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Metropolitan Development Board • 2027 1st Avenue North
600 Commerce Center • Birmingham, AL 35203
(205) 328-3047

Circle 48 on Brochure Service Card

Areas & Others

Andalusia
Wyatt, Victor, C.I.D.
Alabama Electric Co-op, Inc.
P.O. Box 550. 36420
205/222-2571

Birmingham
Barber, Bill, Director
Alabama Gas Corp.
2101 Sixth Ave. North, 35203
205/326-2678

Voncannon, Ted
Birmingham Metro Dev. Board
600 Commerce Center
2027 First Ave., North, 35203
205/328-3047

McArthur, Charlton B., Ind. Dev. V.P.
Alabama Power Co.
P.O. Box 2641, 35291
205/250-2534

Dothan
Hubbard, J. Dale, C.I.D., Pres.
Dothan Area Cham. of Comm.
P. O. Box 638, 36302
205/792-5138

Gadsden
McCain, Michael B., Exec. Dir.
Gadsden-Etowah Cty. Ind. Dev. Auth.
P.O. Box 408, 35902
205/543-9423

Huntsville
Nerren, Guy B., C.I.D., Pres. & Gen. Mgr.
Chamber of Comm. of Huntsville-Madison Cty., Inc.
P.O. Box 408, 35804
205/535-2000

Montgomery
George, Randall L., C.I.D., Gen. Mgr.
Montgomery Chamber of Comm.
P.O. Box 79, 36101
205/834-5200

Selma
Miller, Calvin L., Exec. Dir.
Selma, Dallas Cty Econ. Dev. Auth.
P.O. Drawer D, 36702
205/875-8365

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for buildings, land, equipment, mfrs. distribution centers, pollution control, coal conversion, transportation & minerals processing facilities, agribusiness facilities, & site development
- Recruiting, testing, & job placement services

Tax rates:
- Corporate income tax 3.0%-7.25%
- Personal income tax 2%-6%
- Sales tax..5%
- Incorp. tax ..... $0.002 to $.01 per share
- Franchise tax $0.0021
- Inventory tax ....$.001 per $100 ($.001 per $100 + local on finished goods only)
- Gasoline tax .... 14% of wholesale prices

Advanced education facilities:
- Four-year colleges & universities 25
- Two-year or junior colleges...............18
- Public vocational schools.................91

Medical facilities
- Hospitals..120
- Clinics...NA

Labor analysis:
- Civilian labor force......... .....1,689,000 (1986 Avg.)
- High school graduates 38,500 (5/85)

For additional labor market information, contact Dept. for Employ. Services, 275 E. Main St., Frankfort, KY 40601, 502/564-5331

Environment Controls:
Air & water pollution: Dept. for Environ. Protection, Kentucky Natural Resources & Environ. Protection Cabinet, 18 Reilly Rd., Frankfort, 40601, KY 502/564-2150

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
KENTUCKY	3,661.4	3,777.6
Ashland	27.1	26.3
Bowling Green	40.5	45.8
Covington	49.0	47.1
Frankfort	26.0	NA
Hopkinsville	27.3	27.6
Lexington-Fayette	204.2	213.0
Louisville	298.5	287.4
Owensboro	54.5	56.0
Paducah	29.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
*Cincinnati, OH/KY/IN	1,401.4	1,419.3
Clarksville-Hopkinsville, TN/KY	150.2 -	158.9
Evansville, IN/KY	276.0	284.6
Huntington-Ashland, WV/KY/OH	336.0	338.1
Lexington-Fayette	318.1	333.4
Louisville, KY/IN	957.0	970.5
Owensboro	85.9	88.0

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

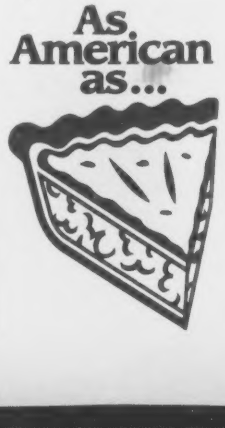
Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
KENTUCKY	259.9	41.2	10.13
Lexington-Fayette	27.8	40.2	10.35
Louisville	85.9	42.4	11.64

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	55.1	NA	NA
MANUFACTURING	255.5	38.9	9.53
DURABLE GOODS	139.4	39.6	10.17
Lumber & wood prods.-SIC 24	9.5	33.8	8.60
Furniture & fixtures-SIC 25	5.2	37.5	6.29
Stone, clay, & glass prods.-SIC 32	7.9	46.7	9.45
Primary metal industries-SIC 33	17.5	37.6	11.49
Fabricated metal products-SIC 34	15.4	39.9	8.96
Machinery, except electrical-SIC 35	33.7	39.8	10.32
Electrical & electronic equip.-SIC 36	27.2	37.5	9.87
Transportation equipment-SIC 37	15.8	46.6	13.74
Instruments & misc. mfg.-SIC 38	7.2	38.1	7.03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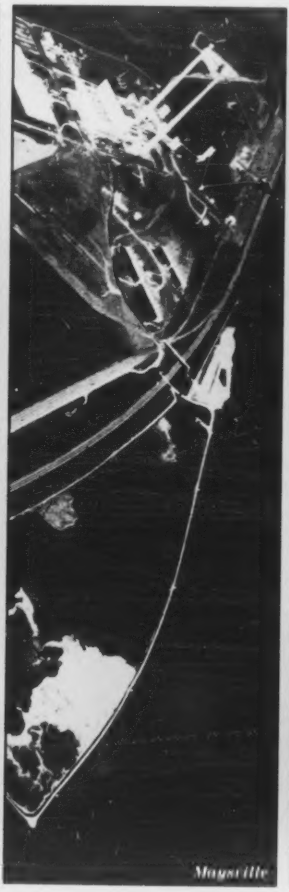
U.S. General Services Administration

In East Kentucky, we put our sites where our mouth is!



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But we have something even better: detailed, systematic and actionable data on the areas most desirable sites.

Last year, East Kentucky Power commissioned an area wide site desirability study by *The Fantus Company.* Analysis of 18 individual sites are available, 8 of which *Fantus* has identified as "ready now" and as close to turnkey locations as you will find.

This detailed and independent site analysis data, along with detailed data on each site's adjoining community is available to you free of charge in East Kentucky Power's "Case for Locating in East Kentucky".

In addition, East Kentucky Power will provide you with the "Home Team Advantage", a team of experienced, area-wise industrial development specialists who will assist you with every phase of your plant location investigation.

Call or write, Jim Coleman or Dave Ravencraft.

EAST KENTUCKY POWER
4758 Lexington Rd. • P.O. BOX 707
Winchester, KY 40391 • 606/744-4812

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Louisville. A community where tradition and innovation, history and progress work together — well.

Louisville Gas and Electric has been a part of that progress — serving Louisville's energy needs for 150 years. At affordable rates.

How affordable? The Ohio Office of the Consumers' Counsel surveyed typical residential gas and electric bills for customers in 18 major cities in this part of the country. We invite you to look at the results.

Energy costs and energy availability are just two of the many reasons to look into Louisville. Concern for our customers, for service reliability, and for our community are just as important.

Look into Louisville. It's the bright place to be.

The Ohio Office of the Consumers' Counsel Survey
January 1988

City	Electricity 500 kilowatt hours	Gas 15,000 cubic feet	Total
Philadelphia, PA	$57.54	$87.31	$144.85
Toledo, OH	52.64	71.31	123.95
Indianapolis, IN	43.40	79.05	122.45
Detroit, MI	43.17	75.09	118.26
Pittsburgh, PA	48.69	69.27	117.96
Akron, OH	50.69	62.80	113.49
Youngstown, OH	50.69	62.80	113.49
Cleveland, OH	46.29	62,80	109.09
AVERAGE BILL	41.73	66.19	107.92
Grand Rapids, MI	35.03	71.65	106.68
Columbus, OH	39.79	66.62	106.41
Ft. Wayne, IN	44.09	60.41	104.50
Dayton, OH	42.21	60.86	103.07
Canton, OH	36.24	62.80	99.04
Charleston, WV	32.72	64.18	96.90
Huntington, WV	32.72	64.18	96.90
Lexington, KY	27.94	65.47	93.41
Cincinnati, OH	35.56	55.47	91.03
Louisville, KY	31.02	50.36	81.38

For information about our gas and electric service, including our industrial and commercial rates, call our Economic Development Office at (502) 566-4488.

LG&E
Louisville Gas and Electric Company

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Circle 50 on Brochure Service Card

Area Wage Survey

Average straight-time hourly earnings

	Louisville KY/IN 11/86
Office, professional, & technical	
Payroll clerks	$ 8.03
Accounting clerks	7.87
File clerks	5.70
Typists	6.36
Key entry operators	6.17
Secretaries	9.82
Switchbd opr-recept's	6.72
Drafters	13.24
Electronics technician	10.28
Computer operators	9.13
Computer programmers	13.13
Computer systems analysts	16.67
Maintenance & powerplant	
Carpenters	13.23
Electricians	14.34
Engineers, stationary	12.80
Machinists	13.45
Mechanics (machinery)	15.20
Custodial & material movement	
Guards	4.80
Janitors, porters, & cleaners	5.71
Laborers, mat'l hdlg	9.86
Shippers & receivers	8.39
Truckdrivers	10.90
Forklift operators	10.63

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
KENTUCKY		
1,690.5	119.2	7.1
Lexington-Fayette		
180.9	7.3	4.0
Louisville		
490.8	28.2	5.7
Owensboro		
44.5	3.5	7.9

*preliminary figures

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ashland	32	75	4900	1071
Bowling Green	34	78	4309	1429
Covington	29	75	5247	1037
Lexington	32	76	4814	1170
Louisville	33	78	4525	1342
Owensboro	33	78	4279	1460
Paducah	34	79	4130	1573

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	827	7,325
Gem stones	NA	W
Lime	1,354	66,456
Sand & gravel (construction)	8,300	19,700
Stone (crushed)	37,900	134,600
Combined value of cement, sand and gravel (industrial), zinc (1985), and values indicated by symbol W		31,053
Total 1986 (preliminary)		259,134

* thousand short tons

W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ashland 2 (Huntington, WV)
Bowling Green 2 (Nashville, TN)
Covington 2 (Cincinnati, OH)
Frankfort 2 (Lexington)
Hopkinsville 2 (Clarksville, TN)
Lexington-Fayette 2, 6, 7, 9-12, 14, 18, 19, 21, 23, 24
Louisville 1-8, 11-13, 15, 16, 18, 19, 21, 22, 24
Owensboro 2, 7, 17
Paducah 4, 7, 9, 17, 20

Railroads

1. Conrail
2. CSX Transportation, Inc.
3. Norfolk Southern Corp.
4. Paduch & Louisville Railway
5. Soo Line Railroad
6. Southern Railway

Airlines

7. Allegheny Commuter
8. American
9. American Eagle
10. Continental Express-Presidential Airways
11. Delta
12. Delta Commuter-Comair
13. Eastern
14. Eastern Metro Express
15. Florida Express
16. Northwest
17. Northwest Airlink
18. Piedmont
19. Piedmont Commuter-Jetstream Intl.
20. Trans World Express-Air Midwest
21. TWA
22. United
23. United Express-Air Midwest
24. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Ashland — 6e, 2g, 5g
Bowling Green — 1e, 11g
Frankfort — 3e, 2g
Hopkinsville — 4e, 11g
Lexington-Fayette — 7e, 2g
Louisville — 8eg
Owensboro — 9e, 11g
Paducah — 10e, 11g

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1. Bowling Green Mun. Elec. Div.
   801 Center St., Box 10300, Bowling Green 42102-4300
2. Columbia Gas of KY Inc.
   200 Civic Center Dr., Columbus, OH 43215
3. Frankfort Elec. & Water Plant Bd.
   315 W. 2nd St., Frankfort 40601
4. Hopkinsville Elec. Plant Bd.
   101 N. Main St., Box 544, Hopkinsville 42240
5. Inland Gas Co.
   P.O. Box 1180, Ashland 41101
6. Kentucky Power Co.
   1701 Central Ave., Box 1428, Ashland 41101
7. Kentucky Utilities Co.
   1 Quality St., Lexington 40507
8. Louisville Gas & Electric Co.
   311 W. Chestnut St., Box 32010 Louisville 40232
9. Owensboro Mun. Utilities
   115 E. 4th St., Owensboro 42301
10. Paducah Power System
    1400 Broadway, Box 180, Paducah 42001
11. Western Kentucky Gas Co.
    311 W. 7th St., Owensboro 42301

Utilities serving cities under 25,000:

Big Rivers Elec. Corp.
Bill Thorpe, Gen. Mgr.
P.O. Box 24, Henderson 42420
502/827-2561

East Kentucky Power Corp.
Don Norris, Mgr.
P.O. Box 707, Winchester 40391
606/744-4812

DEVELOPMENT COUNSELORS:

State Development Agency

Slone, Russ, Acting Dir.
Kentucky Commerce Cabinet
Capitol Plz. Tower
Frankfort, 40601
502/564-7140

Areas & Others

Covington
West. James F., Jr., C.I.D., Exec. Dir.
Tri-Cty. Econ. Dev. Corp.
Gtrr. Cincinnati Airport
P.O. Box 17246, 41017
606/341-0870

Henderson
Perry, B.L., Gen. Mgr.
Henderson Municipal Power & Light
P.O. Box 8, 42420
502/826-2726

Louisville
Roberson, James O., Pres.
Econ. Dev. Mgr.
Louisville Area Chamber of Comm.
1 Riverfront Plz., 40202
502/566-5000
Burke, Patricia S., Supr., P.R.
Louisville Gas & Electric Co.
311 West Chestnut Street
502/627-2501
Gudell, Howard A., Exec. Dir.
Louisville-Jefferson Cty.
515 W. Market Street,
Ste. 650, 40202
502/587-3051

Winchester
Coleman, Jim, Ind. Dev. Dir.
East Kentucky Power Coop.
P.O. Box 707
606/744-4812

MISSISSIPPI

STATE INFORMATION:

Financial assistance to industry:
- Corporate Headquarters Incentive Program
- Tax exemptions
- Bonds for buildings, land, & equip.
- Bonds for pollution control
- "Free Port" law
- Free start-up training
- Small bus. loan guaranty program
- SBA 504 program
- Mississippi Business Investment Act
- Mississippi Farm Reform Act

Tax rates:

Corporate income tax	3%-5%
Personal property tax	10-year exemption for new mfrs.
Sales tax	6%
Franchise & incorp. tax	$2.50/$1,000
Inventory tax	assessed at 15% of true value — millage varies
Gasoline tax	$.17/gal.

Advanced education facilities:

Four-year colleges & universities	22
Two-year or junior colleges	19
Post-secondary schools	15

Medical facilites:

Hospitals	118
Clinics	NA

Labor analysis:

Civilian labor force	1,172,500 (1987 projected)
High-school grads	26,201 (1986-87)

For additional labor market information, contact Employ. Security Commission, P.O. Box 1699, 1520 W. Capitol St., Jackson, MS 39205, 601/354-8711

Environment Controls:

Air & Water Pollution: Bureau of Pollution Control Dir., Dept. of Natural Resources, 2380 Hwy. 80 W, P.O. Box 10385, Jackson, MS 39209, 601/961-5171

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
MISSISSIPPI	2,520.6	2,668.4
Biloxi	49.3	50.9
Columbus	27.4	NA
Greenville	40.6	40.1
Gulfport	39.7	41.7
Hattiesburg	40.8	42.1
Jackson	202.9	216.5
Meridian	46.6	48.1
Pascagoula	29.3	31.2
Vicksburg	25.4	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Biloxi-Gulfport	191.9	202.3
Jackson	362.0	403.9
Memphis, TN/AR/MS	912.9	956.6
Pascagoula	118.0	128.1

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MISSISSIPPI	227.2	40.6	7.57
Jackson	21.0	40.6	8.61

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Jackson 1/86	Memphis, TN/AR/MS 11/86
Office, professional, & technical		
Payroll clerks	$ 7.00	7.65
Accounting clerks	6.96	7.14
File clerks	5.14	5.05
Typists	5.81	6.77
Key entry operators	6.90	6.40
Secretaries	8.39	8.81
Stenographers	NA	NA
Switchbd opr-recept's	6.15	5.81
Word processors	5.79	8.43
Drafters	9.54	9.95
Electronics technicians	11.85	13.29
Computer operators	8.18	8.58
Computer programmers	11.49	11.05
Computer systems analysts	13.63	15.75
Maintenance & powerplant		
Carpenters	NA	NA
Electricians	12.46	13.30
Engineers, stationary	NA	13.39
Machinists	11.99	12.45
Mechanics (machinery)	11.21	12.29
Tool & die makers	NA	11.69
Custodial & material movement		
Guards	NA	4.22
Janitors, porters & cleaners	4.05	3.88
Laborers, material handling	7.78	8.46
Shippers & receivers	7.94	7.82
Truckdrivers	9.14	8.38
Forklift operators	8.44	8.50

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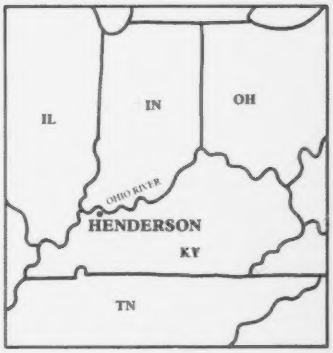


HENDERSON MUNICIPAL POWER & LIGHT

P.O. Box 8 • Henderson, KY 42420 • 502-826-2726

Circle 51 on Brochure Service Card

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MISSISSIPPI	1,179.9	105.3	9.2
Jackson	201.6	12.9	6.5

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	36.2	NA	NA
MANUFACTURING	221.2	40.6	7.22
DURABLE GOODS	124.4	41.5	7.73
Lumber & wood prods.-SIC 24	23.3	42.7	6.55
Furniture & fixtures-SIC 25	19.1	39.5	6.61
Stone, clay, & glass prods.-SIC 32	5.6	44.4	7.30
Primary & fabricated metals-SIC 33	16.4	41.6	7.83
Fabricated metal products-SIC 34	12.3	NA	NA
Machinery, except electrical-SIC 35	13.0	41.7	7.79
Electrical & electronic equip.-SIC 36	22.6	41.4	8.65
Transportation equipment-SIC 37	19.8	40.4	10.03
Instruments & related products-SIC 38	1.3	NA	NA
Misc. mfg. industries-SIC 39	3.4	NA	NA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,324	34,359
Sand & gravel (construction)	12,700	38,800
Stone (crushed)	1,600	4,400
Combined value of cement (masonry 1985, portland 1985-86), gem stones (1986), and sand and gravel (industrial)		26,991
Total 1986 (preliminary)		104,550

* thousand short tons

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Biloxi 3 (Gulfport)
Columbus 1, 2, 4, 5, 8, 10, 14, 18
Greenville 2, 5, 16, 18
Gulfport 3, 6, 12, 15, 17
Hattiesburg 5, 6 (11, 14, 18 through Laurel)
Jackson 5, 6, 9, 13, 17, 19-21
Meridian 4-7, 10, 14, 18
Pascagoula 3 (Mobile, AL)
Vicksburg 5, 6 (Jackson)

Railroads

1. Burlington Northern R.R. Co.
2. Columbus and Greenville Railway
3. CSX Transportation, Inc.
4. Gulf & Mississippi Railroad
5. Illinois Central Gulf R.R. Co.
6. Midsouth Corp.
7. Norfolk Southern Corp.
8. Southern Railway Co.

Airlines

9. American
10. Americn Eagle
11. Atlantic Southeast
12. Continental Express-Air New Orleans
13. Delta
14. Delta Connection-Atlantic Southeast
15. Eastern Express-Metro
16. Express Airlines
17. Northwest
18. Northwest Airlink
19. Royale Airlines
20. Southern Express
21. United

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Biloxi	52	82	1498	2652
Columbus	42	81	2860	2003
Greenville	43	82	2635	2246
Hattiesburg	48	81	2027	2338
Jackson	46	82	2389	2290
Meridian	46	81	2479	2158
Vicksburg	47	82	2201	2306

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Biloxi — 4e, 2g
Columbus — 1e, 5g
Greenville — 3e, 5g
Gulfport — 4e, 2g
Hattiesburg — 4e, 7g
Jackson — 3e, 5g
Meridian — 4e, 5g
Pascagoula — 4e
Vicksburg — 3e, 6g

1. Columbus Lt. and Water Dept.
   P.O. Box 949, Columbus 39701
2. Entex Inc.
   P.O. Box 2628, Houston, TX 77001
3. Mississippi Power & Light Co.
   Electric Bldg., Box 1640, Jackson 39215-1640
4. Mississippi Power Co.
   2992 W. Beach, Gulfport 39501
5. Mississippi Valley Gas Co.
   711 W. Capitol St., Jackson 39203
6. Vicksburg Water & Gas Admin.
   801 Washington St., Vicksburg 39180
7. Willmut Gas & Oil Co.
   315 Main St., Hattiesburg 39401-1649

Utility serving cities under 25,000:

S. Mississippi Elec. Power Assn.
Henry L. Thomas, Mgr.
P.O. Box 15849, Hattiesburg 39404
601/268-2083

DEVELOPMENT COUNSELORS:

State Development Agency

Bennett, Kevin, Interim Dir.
Mississippi Dept. of Econ. Dev.
P.O. Box 849
Jackson, 39205
601/359-3449

Areas & Others

Columbus

Ford, Charleigh D., C.I.D., Exec. Dir
Columbus-Lowndes Econ. Dev. Assoc.
P.O. Box 1805, 39703
601/328-8369

Gulfport

Newcomb, Leslie, Exec. Dir.
Southern Miss. Plng. & Dev. Dist.
1020-32nd Ave., 39501
601/868-2311

Ueltschey, Chuck, Mgr.
Dept. of Econ. Dev.
Mississippi Power Company
P.O. Box 4079, 39501
601/865-5266

Hernando

Brown, James L., Exec. Dir.
DeSoto Cty. Econ. Dev. Council
38632
601/368-4414

Jackson

Bounds, Mark S., Asst. Ind. Dev. Dir.
Electric Power Assn. of Miss.
P.O. Box 7897, 39204
601/922-2341

Mayo, Will, Mgr., Econ. Dev.
Mississippi Power & Light Co.
P.O. Box 1640, 39205
601/969-2343

Vicksburg

Heidel, James B., Exec. V.P.
Vicksburg/Warren Cty. Chamber of Comm., Port & Econ. Dev. Fdtn.
P.O. Box 709, 2020 Mission 66, 39180
601/636-1012

NASHVILLE
TENNESSEE

STATE INFORMATION:

Financial assistance to industry:

Tax incentives
Bonds for buildings
Bonds for pollution control
Aid for job training
Free port law
Investment tax credit

Tax rates:

Corp. income tax ......6% net earnings
Personal income tax none on personal income or payroll tax on wages & salaries
Sales tax..........5½% + ¾% to 2¼% local
Incorporation fee.....Min. fees: domestic-$10, foreign-$300 flat fee
Franchise tax..........................25¢/$100
Inventory tax..................................none
Gasoline tax.............................$.16/gal.

Advanced education facilities:

Four-year colleges & universities	44
Two-year or junior colleges	19
Vocational & business schools	62

Medical facilities:

Hospitals	148
Clinics	NA

Labor analysis:

Civilian labor force (1985 avg.)	2,246,000
Public high school graduates	43,263 (1986)

For additionnal labor market information, contact Dept. of Employ. Security, Rm. 536, Cordell Hull State Office Bldg., Nashville, TN 37219, 615/741-2131

Environment Controls:

Air pollution Air Pollution Control, Tennessee Dept. of Health and Environment, 150 Nineth Ave., N., Nashville, TN 37219-5404, 615/741-3931

Water pollution: Water Pollution Control, Tennessee Dept. of Health and Environment, 150 Nineth Ave., N., Nashville, TN 37219-5404, 615/741-2275

POPULATION:

Cities over 25,000

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
TENNESSEE	4,590.8	4,852.5
Bristol*	43.0	42.5
Chattanooga	169.6	166.9
Clarksville	54.8	71.1
Cleveland	26.4	NA
Columbia	25.8	NA
Hendersonville	26.6	NA
Jackson	49.1	52.2
Johnson City	39.8	45.0
Kingsport	32.0	32.1
Knoxville	183.1	175.5
Memphis	646.4	668.6
Murfreesboro	32.8	40.4
Nashville-Davidson	455.7	473.1
Oak Ridge	27.7	28.0

*Bristol is a two-state city. Total includes both Va. and Tenn.

Metropolitan Statistical Areas (MSAs)

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
Chattanooga, TN/GA	426.5	433.2
Clarksville-Hopkinsville, TN/KY	150.2	158.9
Jackson	74.5	78.2
Johnson City-Kingsport-Bristol, TN/VA	433.6	450.1
Knoxville	566.0	599.3
Memphis, TN/AR/MS	912.9	956.6
Nashville	850.5	936.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
TENNESSEE	504.8	41.8	8.71
Chattanooga	44.7	42.2	7.88
Knoxville	50.8	40.9	9.19
Memphis	53.9	41.8	8.80
Nashville	87.9	41.6	10.29

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
TENNESSEE	2,377.2	138.1	5.8
Chattanooga	205.5	10.3	5.0
Johnson City-Kingsport-Bristol	219.0	13.3	6.1
Knoxville	281.4	14.2	5.0
Memphis	449.7	24.5	5.4
Nashville	513.5	22.5	4.4

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

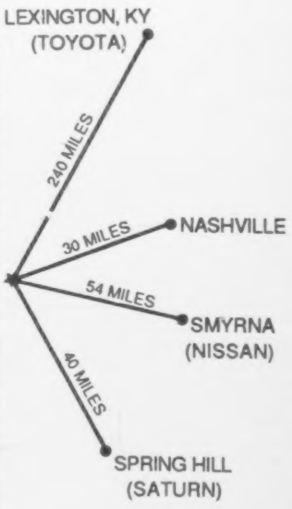
	Chattanooga TN/GA 9/86	Memphis TN/AR/MS 11/86
Office, professional, & technical		
Payroll clerks $	7.24	7.65
Accounting clerks	6.86	7.14
File clerks	NA	5.05
Typists	NA	6.77
Key entry operators	6.47	6.40
Secretaries	8.58	8.81
Stenographers	NA	NA
Switchbd opr-recept's	6.17	5.81
Word processors	7.03	8.43
Drafters	9.88	9.95
Electronics technicians	10.22	13.29
Computer operators	7.87	8.58
Computer programmers	12.77	11.05
Computer systems analysts	20.03	15.75
Maintenance & powerplant		
Carpenters	NA	NA
Electricians	11.14	13.30
Engineers, stationary	NA	13.39
Machinists	10.04	12.45
Mechanics (machinery)	10.80	12.29
Tool & die makers	NA	11.69
Custodial & material movement		
Guards	4.80	4.22
Janitors, porters & cleaners	4.68	3.88
Laborers, mat'l hdlg	7.74	8.46
Shippers & receivers	7.26	7.82
Truckdrivers	9.19	8.38
Forklift operators	7.79	8.50

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	82.1	NA	NA
MANUFACTURING	489.3	41.0	8.29
DURABLE GOODS	238.4	41.4	8.66
Lumber & wood prods.-SIC 24	18.6	39.4	5.64
Furniture & fixtures-SIC 25	24.4	39.3	7.09
Stone, clay, & glass prods.-SIC 32	14.2	46.0	10.77
Primary metal industries-SIC 33	17.1	41.4	10.74
Fabricated metal products-SIC 34	38.4	41.9	9.09

Just The Place
To Meet Your
Just In Time
Inventory Commitments

Dickson County
Tennessee



For Information Contact:

Glen Kelley
Dickson County Chamber of Commerce
P.O. Box 612L
Dickson, Tennessee 37055
(615) 446-2349

Circle 52 on Brochure Service Card

Machinery, except electrical-SIC 35	37.3	NA	NA
Electrical & electronic equip.-SIC 36	37.5	NA	NA
Transportation equipment-SIC 37	31.3	NA	NA
Instruments & related products-SIC 38	9.2	42.2	8.09
Misc. mfg. industries-SIC 39	10.5	NA	NA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,333	26,266
Gem stones	NA	W
Phosphate rock — thou. metric tons	1,100	25,000
Sand & gravel:		
Construction	6,800	22,300
Industrial	580	4,800
Stone:		
Crushed	40,000	171,900
Dimension	6	1,553
Zinc — metric tons (recov. cont. of ores, etc.)	96,158	80,557
Combined value of barite, cement, clays (fuller's earth), cooper, lead (1985), lime, pyrites, silver, and values indicated by symbol W		147,746
Total 1986 (preliminary)		480,122

* thousand short tons except as noted

W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Chattanooga 2, 4, 6, 9, 10, 12, 14, 16, 19, 20, 23, 24
Clarksville 2, 21, 26
Cleveland 6 (Chattanooga)
Columbia 2 (Nashville)
Hendersonville 2 (Nashville)
Jackson 2, 3, 21
Johnson City 2, 6 (10, 13, 14, 16, 23, 25, 31 through Tri-City)
Kingsport 2, 6 (10, 13, 14, 16, 23, 25, 31 through Tri-City)
Knoxville 2, 4, 6, 10-12, 14, 16, 18, 20, 23, 24, 28, 30, 31
Memphis 1-7, 9, 12, 17, 20, 21, 23, 29-31
Murfreesboro 2 (Nashville)
Nashville-Davidson 2, 8-10, 12, 14, 15, 18, 20, 22, 23, 27, 29-31
Oak Ridge 2 (Knoxville)

Railroads

1. Burlington Northern R.R. Co.
2. CSX Transportation, Inc.
3. Illinois Central Gulf R.R. Co.
4. Norfolk Southern Corp.
5. St. Louis Southwestern Rwy Co.
6. Southern Railway
7. Union Pacific Railroad

Airlines

8. Allegheny Commuter
9. American
10. American Eagle
11. Continental Express-Presidential Airways
12. Delta
13. Delta Connection-Atlantic Southeast
14. Delta Connection-Comair
15. Eastern
16. Eastern Express-Metro
17. Exec Express
18. Florida Express
19. Metro Airlines
20. Northwest
21. Northwest Airlink
22. Pan American
23. Piedmont
24. Piedmont Commuter-CCAir
25. Piedmont Regional-Henson
26. Prime Air
27. Southwest Airlines
28. Tennessee Airways
29. TWA
30. United
31. USAir

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Chattanooga	39	79	3583	1578
Clarksville	36	79	4014	1514
Jackson	37	79	3707	1625
Knoxville	38	78	3658	1449
Memphis	40	82	3207	2067
Murfreesboro	38	79	3734	1573
Nashville	37	79	3756	1661
Oak Ridge	37	77	4006	1294

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Chattanooga — 1e, 2g
Clarksville — 3e, 4g
Cleveland — 5e, 2g
Columbia — 6e, 18g
Hendersonville — 13e, 14g
Jackson — 7eg
Johnson City — 8e, 17g
Kingsport — 9e, 17g
Knoxville — 10eg
Memphis — 11eg
Murfreesboro — 12e, 18g
Nashville-Davidson — 13e, 14g, 18g
Oak Ridge — 15e, 16g

1. Chattanooga Elec. Power Bd.
   537 Cherry St., Chattanooga 37402
2. Chattanooga Gas Co.
   811 Broad St., Chattanooga 37402
3. Clarksville Dept. of Elec.
   2021 Guthrie Hwy, Box 1007
   Clarksville 37041-1007
4. Clarksville Gas Dept.
   104 Public Square, Clarksville 37040
5. Cleveland Utilities
   2450 Guthrie Dr. N.W., Box 2730,
   Cleveland 37311
6. Columbia Power System
   201 Pickens La., Box 379, Columbia
   38401
7. Jackson Utility Division, Elec.,
   P.O. Box 68, Jackson 38302-0068;
   Jackson Utility Division — Gas, 119
   E. College, Jackson 38301
8. Johnson City Power Bd.
   100 N. Roan, Box 1636, Johnson
   City 37601
9. Kingsport Power Co.
   422 Broad St., Kingsport 37660
10. Knoxville Utilities Bd.
    626 Gay St., S.W., Knoxville 37902-
    1626
11. Memphis Light, Gas & Water Div.
    220 S. Main St., Box 430, Memphis
    38101
12. Murfreesboro Electric Dept.
    205 N. Walnut St., Box 9
    Murfreesboro 37133-0009
13. Nashville Electric Service
    1214 Church St., Nashville 37203
14. Nashville Gas Co.
    814 Church St., Nashville 37203
15. Oak Ridge Electrical Div.
    Box 1, Oak Ridge 37830
16. Oak Ridge Utility Dist. (Gas)
    101 Bus Terminal Rd., Box 449, Oak
    Ridge 37831-0449
17. Tennessee-Virginia Energy Corp.
    108 W. 10th Ave., Johnson City
    37601
18. United Cities Gas Co.,
    5300 Maryland Way, Brentwood
    37027

DEVELOPMENT COUNSELORS:

State Development Agency

Commissioner
Dept. of Econ. & Comm. Dev.
Rachel Jackson Bldg., 8th Fl.
320 6th Ave. North
Nashville, 37219-5308
615/741-1888
1-800/251-8594 toll free

Areas & Others

Bristol

Robinson, C. Thomas, Exec. V. P.
Gtr. Bristol Area Chamber of Comm.
P.O. Box 519, 24203-0519
615/968-4399

Dickson

Kelly, Glen, Dir.
Dickson County Cham. of Comm.
P.O. Box 612, 37055
615/446-2349

Kingsport

Holt, Stephen B., C.I.D., Exec. V. P.
Kingsport Area Chamber of Comm.
P.O. Box 1403, 37662
615/246-2010

Jackson

Clifton, Christopher, V.P., Econ. Dev.
Jackson Area C. of C.
P.O. Box 1904, 38302
901/423-2200

Lewisburg

Burns, Tommy G., Ind. Dev. Dir.
City of Lewisburg
P.O. Box 332, 505 Ellington Pkwy.
37091
615/359-1544

Memphis

Stock, James B., Asst. V.P.
Belz Enterprises
5118 Park Ave., 38187
901/767-4780

Perry, William, Exec. V.P.
Memphis Area C. of C.
P.O. Box 224, 38101
800/238-1200

Nashville

Harris, Fred H., Econ. Dev. Dir.
Nashville Chamber of Comm.
161 4th Ave. N., 37219
615/259-3900

Hartman, H. Carl, Jr.
Dir., Power Use Div.
Nashville Electric Service
1214 Church St., 37203
615/747-3689

WHY KELLOGG COMPANY IS POURING IT ON IN MEMPHIS

....with a major new cereal production plant.

Kellogg Company, world's leading breakfast foods manufacturer, is pouring it on big in Memphis for 3 main reasons:

To nourish its unprecedented growth in the southern U.S. Memphis is 80 miles from the nation's center of population.

Because of the tremendous support of workers at Kellogg's existing Memphis plant.

And because of an appealing package of incentives offered by state and local governments.

Kellogg's decision to expand in Memphis emphasizes the city's importance as an international agricultural center, our exceptional location, our competitive utility rates, and our unparalleled transportation network. Our large pool of workers have the "right ethic"-an honest day's work for an honest day's pay. Memphis also enjoys a healthy reputation as a hub city for Federal Express and a regional hub for Northwest Airlines.

Other firms "pouring into Memphis" include the operations headquarters for International Paper Company (From Manhattan), Litton Microwave Products headquarters, Great Western Financial Services Corporation and major new distribution centers of Nike, Williams-Sonom
Gene
Tir
Mu
Corp
of America

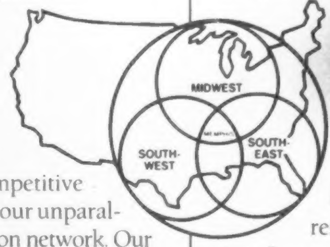
To find out what's in our bowl of resources and incentives for your company, write or call us today. We'll spoon-feed you all the information, support and professional assistance you're hungering for, in strict confidence.

800-238-1200
Or write on your company letterhead—
Economic Development Division
Memphis Area Chamber
of Commerce
P.O. Box 224
Memphis, TN 38101

MEMPHIS

America's Distribution Center

Circle 53 on Brochure Service Card



WEST NORTH CENTRAL

- IOWA
- KANSAS
- MINNESOTA
- MISSOURI
- NEBRASKA
- NORTH DAKOTA
- SOUTH DAKOTA

Regional Review

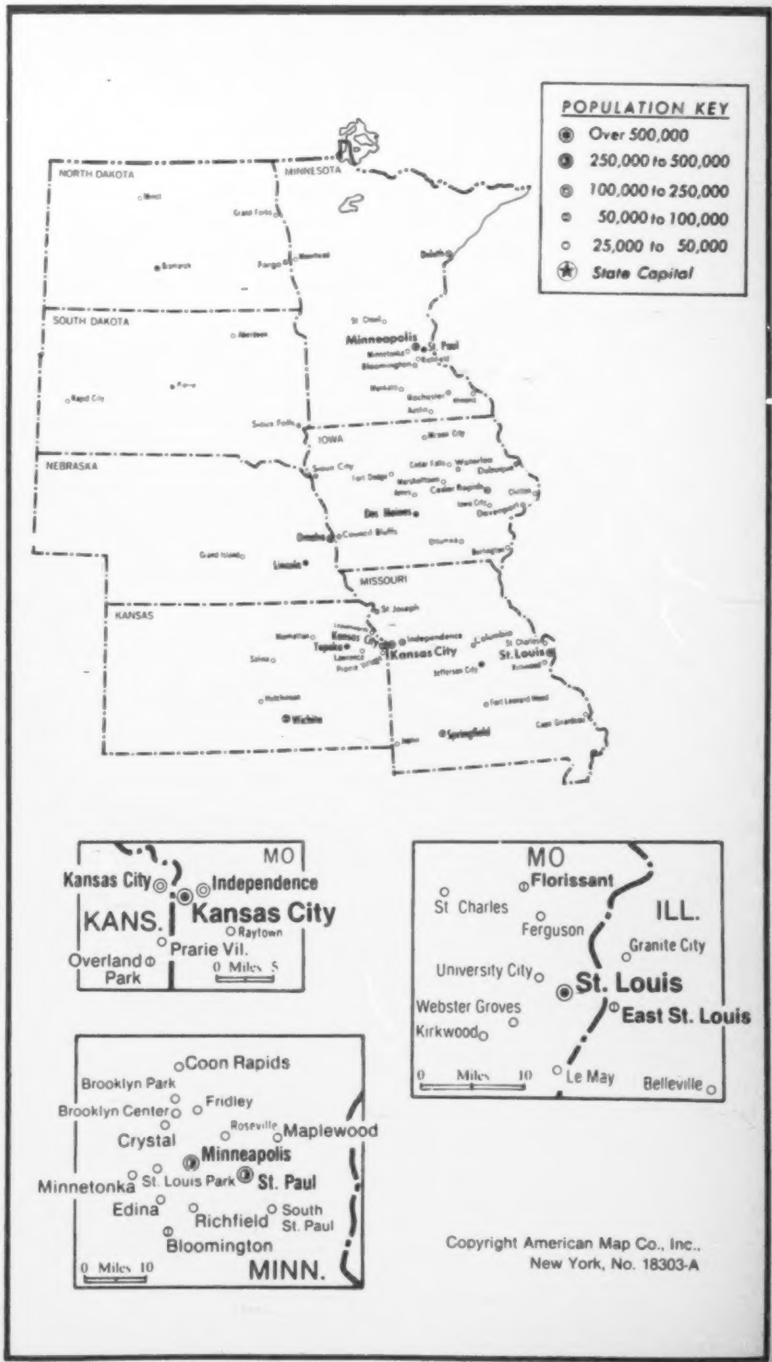
Following are summaries of some of the events affecting site location in each of the West North Central states in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Iowa. Legislation passed last year included a reduction in industrial income tax from a previous rate of .05%-13% to .04%-9.9%, while maintaining 100% federal deductability. Unemployment insurance was also reduced for first-time employers from 2.3% to 2.1% of base.

The state gave a boost to the bio-technology industry in 1987 by setting up the Iowa Biotech Consortium, the purpose of which is to promote biotechnology development. The Consortium is comprised of the University of Iowa, Iowa State University, and the Iowa Department of Economic Development; the Iowa legislature has appropriated nearly $75 million to support biotechnology incentives at the two universities.

Corporations that located in the state in 1987 and that created more than 100 jobs included Eastman Kodak; PPG Industries, Inc.; Cargill; Alcoa; Tursso Companies Inc.; White Consolidated Industries; Unisys; Land O'Lakes; Rockwell International; Gage Metalcraft; and Excel.

Jim Chupp, marketing manager at the Iowa Department of Economic Development, sums up 1987 in the state by saying, "Our business climate is fair, and, in most cases is lower than our surrounding states. We are constantly improving our business climate to remain competitive and in 1988 see a renewed attitude toward many business incentives in the growth areas of finance, insurance, and real estate fields."


POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
NORTH DAKOTA
MINNESOTA
SOUTH DAKOTA
IOWA
NEBRASKA
MISSOURI
KANSAS
Minneapolis
St. Paul
Des Moines
Omaha
Lincoln
Kansas City
St. Louis
Wichita
Springfield
MO
Kansas City
Independence
KANS.
Kansas City
Raytown
Prarie Vil.
Overland Park
0 Miles 5
MO
Florissant
St Charles
Ferguson
ILL.
Granite City
University City
St. Louis
Webster Groves
East St. Louis
Kirkwood
0 Miles 10
Le May
Belleville
Coon Rapids
Brooklyn Park
Fridley
Brooklyn Center
Roseville
Maplewood
Crystal
Minneapolis
Minnetonka
St. Louis Park
St. Paul
Edina
Richfield
South St. Paul
Bloomington
0 Miles 10
MINN.

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Kansas. Economic conditions improved somewhat in Kansas during 1987, but the state's overall growth-rate remained moderate. There was some employment growth—unemployment dropped from 5.6% in 1986 to 4.9% in 1987—while per-capita income growth slowed slightly.

Kansas set a new campaign in motion in 1987 to promote economic development: The Kansas Development Finance Authority was created to issue bonds that can be used to finance industrial enterprises.

In addition, 1987 saw the institution of a major national advertising campaign to promote the state; the opening of an overseas development office in Germany, following an office opened in Japan the year before; the establishment of a commission on travel and tourism; and the establishment of the Kansas Coal Commission to promote development and expansion of Kansas's coal industry.

New business to the state last year included AFG Industries, Inc., which created 240 jobs in Spring Hill; Idelman Telemarketing, Inc., which created 200 jobs in Wichita; Jentronics, Inc., which created 200 jobs in Junction City; Rent a Center, which created 275 jobs in Wichita; and US Sprint, which created 500 jobs in Lenexa.

Minnesota. According to Robert De La Vega, assistant commissioner at the state's Department of Trade and Economic Development, "Minnesota continues to establish public policies conducive to business growth. Coupled with a strong tradition of entrepreneurship and excellent public service, Minnesota is an excellent state for business growth."

Actions by the state legislature in 1987 that substantiate these claims included a reduction of corporate income taxes—from 6%-12% in 1986 to 6%-9.5% in 1987—and reform of the state's unemployment compensation laws. In addition, the Greater Minnesota Corp. was created to promote the application of technology, and the Minnesota Council on Quality and Productivity was created.

Minnesota has the distinction of having the lowest high-school dropout rate in the country; in 1986, the graduation rate was the nation's highest at 91.4%.

New corporate facilities that opened in the state last year and that created more than 100 jobs included the FML Research and Development Center, and the headquarters for Northwest Airlines.

Missouri. The eighth-annual study entitled "General Manufacturing Climates," published by Grant Thornton, found Missouri to have the best cost-of-living index in the nation. This is based on the cost of housing, food, utilities, and state income and property taxes in relation to income.

Overall, "total employment in Missouri has set a record of growth for 52 consecutive months," according to Earl Cannon, director of research and support at the Missouri Department of Economic Development. He admitted that several large layoffs in auto production will affect the 1988 employment figures, but said that overall economic indicators will remain relatively strong, particularly in the areas of construction and manufacturing.

The Missouri General Assembly passed several major pieces of legislation that affect businesses last year. Among them were bills for liability insurance reform, the initiation of public pension-fund investments in small businesses, and the elimination of small-business franchise taxes.

New and expanding office and R&D facilities in the state in 1987 included Emerson Technology Center, which opened a new facility in Ferguson that created 280 new jobs; Eveready Battery Co., which opened a new facility in St. Louis creating 325 jobs; Marion Laboratories, Inc., which expanded in Kansas City and created 400 jobs; and MNX, Inc., which expanded in St. Joseph, resulting in 400 new jobs.

Nebraska. 1987 was marked by the passage of several pieces of legislation affecting business in Nebraska. For one, the Employment and Investment Growth Act was passed, a bill that will provide credits on state and local taxes for companies that make a major investment starting in 1989.

In addition the Employment Expansion and Investment Incentive Act was passed to allow credits reducing the taxpayer's income-tax liability for companies increasing employment and investing at least $100,000. This act goes into effect Jan. 1, 1989.

A third corporate tax change involves a new method of determining taxable income attributable to Nebraska operations. Over the next five years, a "sales-only" formula will be put into effect; this will provide a significant advantage to multi-state unitary firms that sell products or services outside of Nebraska.

The Industrial Recruitment Division of Nebraska's Department of Economic Development increased its promotional activities in 1987 in an effort to attract new businesses.

North Dakota. Despite recent economic troubles tied to slumping oil and agricultural markets, the state is continuing its commitment to education. Last year's general fund budget had $313.5 million allocated for education, which represented 60% of the total budget. This money seems to be well spent: the student graduation rate hovers near 90% and was the third-highest rate nationwide in 1986.

A decrease in oil-tax revenue has been causing the state difficulty. Job growth is low—it was only 2.4% from 1980 to 1986. However, in the beginning of 1988, reports showed oil revenues rising and a doubling of the number of oil rigs in use.

To boost the economy, the state is working on strengthening its agricultural market. Recent efforts toward that end include trying to sell ag products to Japan, where the state has a trade office.

South Dakota. Charles Turbiville, director of national and international marketing at the state Development Department, says "the business climate [in South Dakota] has improved with the addition of the Economic Development Loan Authority and a new administration that has made economic development the highest priority in the state."

Activities in the state last year affecting economic development included a new Economic Development Loan fund—administered by the above-mentioned Economic Development Loan Authority—which has the ability to provide 3% of funds to new or expanding businesses.

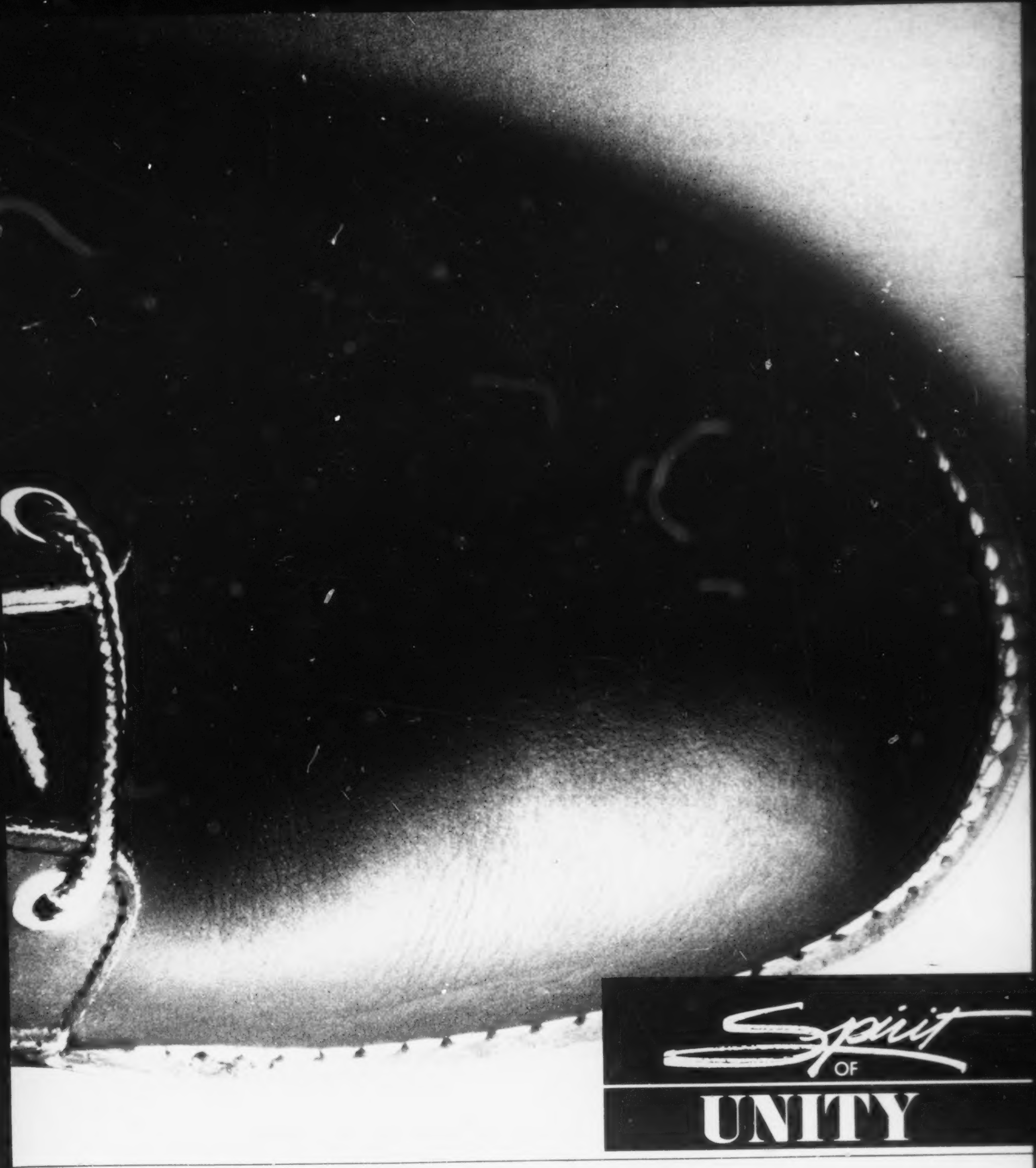
In addition, a community development program was established in 1987, the state development was expanded to provide additional services, and there was a doubling of promotional and advertising efforts last year over the previous year.

South Dakota's chief economic selling points, as stated by Mr. Turbiville, include no corporate income tax, no personal income tax, no personal property tax, no business inventory tax, low workmen's compensation, and low unemployment insurance. ☐

When you contact industrial developers listed in

PLANT LOCATION

tell them where you saw their name



Spirit of UNITY

YOU'LL GET COOPERATION TOE-TO-TOE.

Ask ALCOA, their $100 million dollar plant modernization program in the Quad Cities, required job rule changes and simplifications. Labor cooperated with management and the largest aluminum rolling plant in the world is becoming even more competitive.

Ask Servus Rubber. Labor and management have worked together over the last five years, turning a once faltering rubber footwear producer into a market share leader.

Ask other famous brand names in the Quad Cities including: Oscar Mayer, Pillsbury, Ralston Purina and many new comers. They've found skilled, intelligent people with a cooperative attitude working together for everyone's benefit.

There is a spirit of unity in the Quad Cities. You see it in labor working with management; state and local government working with businesses. We find working together works!

Unity has many benefits. If you're looking for a site that's economical, "right in the middle of things" with a positive labor climate, just call Dick Weeks at 1 800 255 2255, Ext. 7436.

Quad City Development Group
406 1st National Bank Building
Quad Cities, Iowa Illinois 61201 8717

Joined by a River

Circle 54 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Grant/loans for econ. dev.
- Highway improvement fund for econ. dev. (RISE through IA D.O.T.)
- Bonds for buildings
- Bonds for pollution control
- Bonds for warehousing
- Bonds for co. headquarter facilities
- Aid for job training
- Loans through Iowa Bus. Dev. Credit Corp. and Iowa Bus. Growth Co.
- Venture capital through Iowa Prod. Dev. Corp. & InvestAmerica

Tax rates:

Corporate income tax ....6-12% Iowa sales only 50% of federal tax paid is exempt from corporate income tax from sales outside Iowa. Iowa has adopted the Federal Accelerated Cost Recovery System.

Personal income tax ....4%-9.9%, indexed for inflation

Sales tax..4%

Incorporation tax.....................6%-12% of profits on portion of sales originating in IA

Advanced education facilities:

State universities	3
Private colleges	27
Area vocational & community colleges	15
Four-year colleges & universities	40
Two-year or junior colleges	16
Vocational & business schools	NA

Medical facilities:

Hospitals	139
Clinics	NA

Labor analysis:

Civilian labor force	1,423,800
High-school grads (25-64 yrs old)	85.7%
Mfg. workers in unions	28.2%

For additional labor market information, contact Dept. of Employment Service, 200 E. Grand Ave., Des Moines, IA 50309, 515/281-5387

Environment controls:

Air & water pollution: Larry Wilson, Director, Dept. of Natural Resources, Wallace State Office Bldg., Des Moines, IA 50319, 515/281-8691

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
IOWA	2,913.4	2,909.5
Ames	45.8	46.1
Bettendorf	27.4	NA
Burlington	29.5	NA
Cedar Falls	36.3	33.7
Cedar Rapids	110.2	110.0
Clinton	32.8	NA
Council Bluffs	56.4	56.8
Davenport	103.3	103.9
Des Moines	191.0	193.8
Dubuque	62.3	60.1
Fort Dodge	29.4	NA
Iowa City	50.5	52.3
Marshalltown	26.9	NA
Mason City	30.1	NA
Ottumwa	27.4	NA
Sioux City	82.0	80.6
Waterloo	76.0	70.7

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Cedar Rapids	169.8	172.2
Davenport-Rock Island, Moline, IA/IL	384.0	386.0
Des Moines	368.0	386.0
Dubuque	93.7	91.6
Iowa City	81.7	86.9
Omaha, NE/IA	585.0	616.9
Sioux City, IA/NE	117.5	117.7
Waterloo-Cedar Falls	162.8	154.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
IOWA	216.8	42.5	10.64
Cedar Rapids	22.9	41.0	11.83
Des Moines	23.3	42.6	11.58
Sioux City	9.1	48.9	8.05

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
IOWA	1,425.1	68.4	4.8
Cedar Rapids	87.4	4.1	4.7
Des Moines	216.2	9.0	4.2
Dubuque	43.7	2.3	5.2
Iowa City	57.7	1.1	1.9
Sioux City	57.6	3.3	5.8
Waterloo-Cedar Falls	68.1	4.6	6.8

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	36.3	39.9	10.80
MANUFACTURING	204.9	40.2	10.32
DURABLE GOODS	117.7	40.6	10.72
Lumber & furniture-SIC 24	8.9	37.7	8.78
Stone, clay & glass-SIC 32	4.4	43.2	9.93
Primary metal industries-SIC 33	7.4	43.1	11.69
Fabricated metal products-SIC 34	15.5	40.3	8.99
Machinery, except electrical-SIC 35	42.6	40.7	12.83
Electrical & electronic equip.-SIC 36	20.2	39.6	10.39
Transportation equipment-SIC 37	9.1	40.0	8.13

Area Wage Survey

Average straight-time hourly earnings

	Davenport Rock Island, Moline, IA/IL 2/86
Office, professional, & technical	
Payroll clerks	$ 9.36
Accounting clerks	8.81
File clerks	5.32
Typists	9.28
Key entry operators	9.28
Secretaries	11.66
Stenographers	NA
Switchbd opr-recept's	6.27
Word processors	7.25
Drafters	11.80
Electronics technicians	12.79
Computer operators	10.89
Computer programmers	12.34
Computor systems analysts	16.03
Maintenance & powerplant	
Carpenters	14.37
Electricians	14.92
Engineers, stationary	14.89
Machinists	14.27
Mechanics (machinery)	14.11
Tool & die makers	15.82
Custodial & material movement	
Guards	12.49
Janitors, porters & cleaners	7.65
Laborers, mat'l handling	11.27
Shippers & receivers	NA
Truckdrivers	12.61
Forklift operators	11.79

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Ames	17	74	6874	792
Cedar Rapids	19	74	6671	828
Clinton	20	74	3482	872
Des Moines	19	76	6554	1019
Dubuque	16	72	7375	580
Fort Dodge	16	74	7175	785
Iowa City	20	75	6376	968
Marshalltown	17	74	7013	761
Mason City	13	72	7666	655
Sioux City	16	76	6947	940
Waterloo	14	73	7537	667

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	45	4,000
Portland	1,803	88,900
Clays	437	1,771
Gem stones	NA	W
Gypsum	1,814	14,151
Peat	12	485
Sand & gravel (construction)	13,100	34,500
Stone (crushed)	23,500	98,500
Combined value of other nonmetals		5,028
Total 1986 (preliminary)		247,335

* thousand short tons

W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ames 2 (Des Moines)
Bettendorf 1, 8 (Moline, IL)
Burlington 1, 14, 26
Cedar Falls 2, 3 (Waterloo)
Cedar Rapids 2, 3, 12-15, 18, 22, 23, 27-29
Clinton 1, 2, 8, 24
Council Bluffs 1-5, 8, 9 (Omaha, NE)
Davenport 1, 4, 8 (Moline, IL)
Des Moines 1, 2, 4, 7, 10, 12, 13, 15, 17-19, 22, 23, 27, 28
Dubuque 1, 3, 8, 11, 15, 18, 20, 21
Fort Dodge 2, 3, 16, 17, 23
Iowa City 1, 4, 8 (Cedar Rapids)
Marshalltown 2 (Des Moines)
Mason City 2, 8, 16, 23
Ottumwa 1, 8, 17
Sioux City 1-3, 12, 15, 16, 23, 27, 28
Waterloo 2, 3, 11, 15, 17, 20, 23, 25, 27

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Chicago Central & Pacific Railroad
4. Iowa Interstate R.R. Ltd.
5. Missouri-Kansas-Texas R.R. Co.
6. Norfolk Southern Corp.
7. Norfolk and Western Railway
8. Soo Line Railroad
9. Union Pacific Railroad

Airlines

10. American
11. American Eagle
12. America West
13. Continental
14. Continental Express-Britt North
15. Eastern Express-Air Midwest
16. Express Airlines
17. Great Lakes Aviation
18. Iowa Airways
19. Midway Airlines Inc.
20. Midway Connection-Iowa Airways
21. Midwest Aviation
22. Northwest
23. Northwest Airlink
24. Propheter Aviation
25. Trans World Express-Air Midwest
26. Trans World Express-Resort Air
27. TWA
28. United
29. United Express-Air Wisconsin

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Ames — 1e, 4g
Bettendorf — 6eg
Burlington — 9eg
Cedar Falls — 2eg
Cedar Rapids — 4e, 6g
Clinton — 3eg
Council Bluffs — 7e, 10g
Davenport — 6eg
Des Moines — 7e, 5g
Dubuque — 3e, 10g
Fort Dodge — 6eg
Iowa City — 6eg
Marshalltown — 4eg
Mason City — 3eg
Ottumwa — 9e, 6g
Sioux City — 8eg
Waterloo — 8eg, 11g

1. Ames Electric System
   Municipal Bldg., Ames 50010
2. Cedar Falls Utilities
   612 E. 12th St., Box 769, Cedar Falls 50613
3. Interstate Power Co.
   1000 Main St., Box 769, Dubuque 52004-0769
4. Iowa Elec. Light & Power Co., (IE Industries, Inc.)
   Tower, 200 1st St. S.E., Cedar Rapids 52401
5. Iowa Gas Co.
   P.O. Box 10410, Des Moines 50306
6. Iowa-Illinois Gas & Electric Co.
   206 E. 2nd St., Box 4350, Davenport 52808
7. Iowa Power & Light Co.
   666 Grand Ave., Box 657, Des Moines 50303
8. Iowa Public Service Co.
   401 Douglas St., Box 778, Sioux City 51102
9. Iowa Southern Utilities Co.
   300 E. Sheridan Ave., Centerville 52544
10. Peoples Natural Gas Co.
    25 Main Pl., Council Bluffs 51501
11. Waterloo Municipal Gas System
    104 W. 4th St., Waterloo 62298

Utilities serving cities under 25,000:

Central Iowa Power Co-op
Richard Arnold, Gen. Mgr.
P.O. Box 2517, Cedar Rapids 52406
319/366-8011

L & O Power Co-op
Willis Jongerius, Mgr.
315 First Ave., Rock Rapids 51246
712/472-2531

Northwest Iowa Co-op
Philip A. Hauan, Mgr.
P.O. Box 240, LeMars 51031
712/546-4141

LOOKING AT THE MIDWEST?

Get quick answers on Southern Iowa:

☐ Available Buildings
☐ Industrial Sites
☐ Labor force & population
☐ Financial Incentives
☐ Wage Studies (Southern Iowa)
☐ Utility Rates
☐ Transportation
☐ Taxes

CALL: 515/437-4400

Ron Padavich, Mgr. Area Development, Iowa Southern Utilities Co.
300 Sheridan Avenue, Centerville, Iowa 52544

Circle 55 on Brochure Service Card

DEVELOPMENT COUNSELORS:

State Development Agency

Henningsen, Bob, Bureau Chief
National Marketing
Iowa Dept. of Econ. Dev.
200 E. Grand Ave.
Des Moines, 50309
515/281-5376

Areas & Others

Burlington
Fulknier, Clayton W. III, CEO, Exec. Dir.
Burlington Area Dev. Corp. (BADCO)
P.O. Box 1024, 52601
319/752-2320

Centerville
Padavich, Ron, Area Dev. Mgr.
Iowa Southern Utilities Co.
300 Sheridan Ave., 52544
515/437-4400

Clinton
Lamont, Hugh G., V.P.
Clinton Area Dev. Corp.
209 Wilson Bldg.
P.O. Drawer 229, 52732-0229
319/242-4536

Des Moines
Owens, Gary, Dir. Econ. Dev.
Iowa Power
P.O. Box 657, 50303
515/281-2329

Rock Island
Gibeault, Donald, V.P., Mktg.
Quad-City Development Group
406 First National Bank Bldg., 61201
319/326-1005

Sioux City
Horrell, Jr., Les L., Pres.
Sioux City Chamber of Comm.
101 Pierce St., 51101
712/255-7903

Storm Lake
Rodeen, John K., Pres.
Buena Vista Ind. Corp.
P.O. Box, 224
501 Seneca, 50588
712/732-4563

West Des Moines
Bailey, Jack, Dir.
Iowa Area Dev. Group
2700 Westown Pkwy. #323, 50265
515/223-4817

KANSAS
TOPEKA

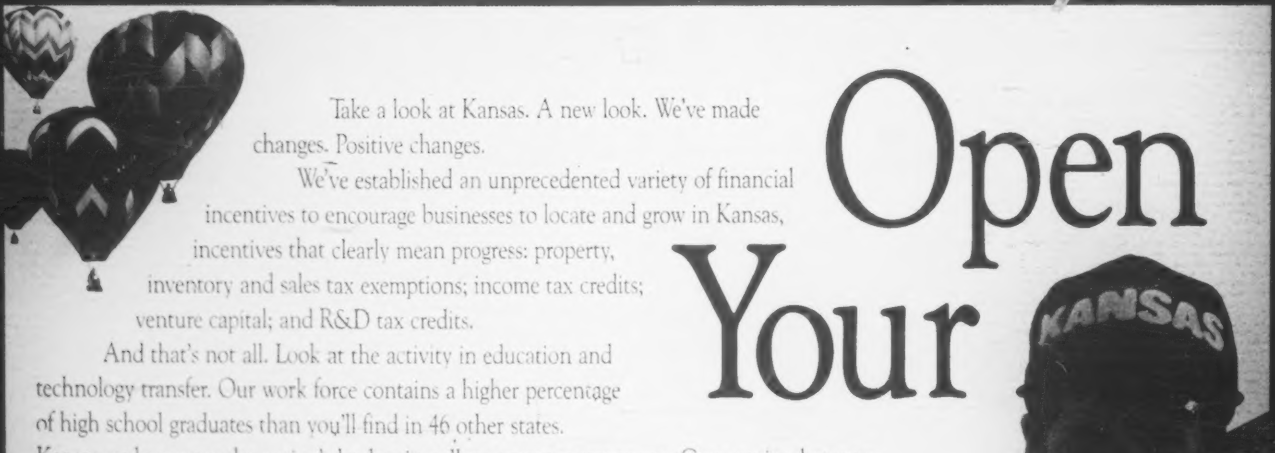
STATE INFORMATION:

Financial assistance to industry:
- Right-to-work law
- IRBs for land, buildings, & equip.
- Industrial job training program
- Inventory, property, & sales tax exemptions
- Income tax credits (jobs & investment)
- Enterprise zone incentives (jobs & investment)
- Foreign trade zone
- Research & development credits
- Property tax exemptions
- Venture capital invest. tax credits

Financial incentives:
- Economic Dev. Bonds
- State Finance Authority
- Grants/loans
- Tax increment financing
- Risk capital
- Venture capital
- Seed capital
- Research grants
- Training grants

Tax rates:
Corporate income tax 4.5%
plus 2.25% surtax on net income in excess of $25,000
Personal income tax 2%-9%
Sales tax 4%
Incorporation tax ....$75 fee for domestic corps.; $95 fee for foreign corps.
Franchise tax ....$20-$2,500
Gasoline tax .... $.11/gal.

Advanced education facilities:
Four-year colleges & universities 23
Two-year or junior colleges...............22
Vocational & technical schools 17



Take a look at Kansas. A new look. We've made changes. Positive changes.

We've established an unprecedented variety of financial incentives to encourage businesses to locate and grow in Kansas, incentives that clearly mean progress: property, inventory and sales tax exemptions; income tax credits; venture capital; and R&D tax credits.

And that's not all. Look at the activity in education and technology transfer. Our work force contains a higher percentage of high school graduates than you'll find in 46 other states. Kansas ranks among the nation's leaders in college entrance test scores. Cooperation between the public and private sectors to stimulate technological advancement is at a high. And the recently formed Kansas Technology Enterprise Corporation is working directly with State Centers of Excellence to provide industry with the benefits of university research.

Medical facilities:

Hospitals	166
Clinics	NA

Labor analysis:

Civilian labor force	1,240,279
High school graduates	25,587

For additional labor market information, contact Lou Atherton, Dir., Industrial Development Division, Kansas Dept. of Commerce, 400 West 8th St., Ste. 500, Topeka, KS 66603-3957, 913/296-3483, Telex 4931494 KS

Environment controls:

Air & water pollution: Sharad Bhatia, Dir., Environ. Div., Dept. of Health & Environ., Bldg. 740, Forbes Field, Topeka, KS 66620, 913/296-1500

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
KANSAS	2,363.2	2,483.9
Emporia	25.3	NA
Hutchinson	40.3	41.9
Kansas City	161.1	162.0
Lawrence	52.7	56.8
Leavenworth	33.7	35.8
Manhattan	32.6	NA
Olathe	37.3	50.8
Overland Park	81.8	93.7
Salina	41.8	43.4
Shawnee	29.7	NA
Topeka	115.3	119.9
Wichita	279.3	289.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Kansas City, MO/KS	1,433.0	1,525.0
Lawrence	67.6	72.7
Topeka	154.9	160.7
Wichita	411.3	469.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
KANSAS		
180.1	41.0	10.05
Topeka		
8.8	42.3	11.61
Wichita		
59.5	41.0	10.91

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
KANSAS		
1,244.6	53.7	4.3
Lawrence		
39.3	1.3	3.3
Topeka		
88.1	4.0	4.5
Wichita		
233.0	10.3	4.4

*preliminary figures

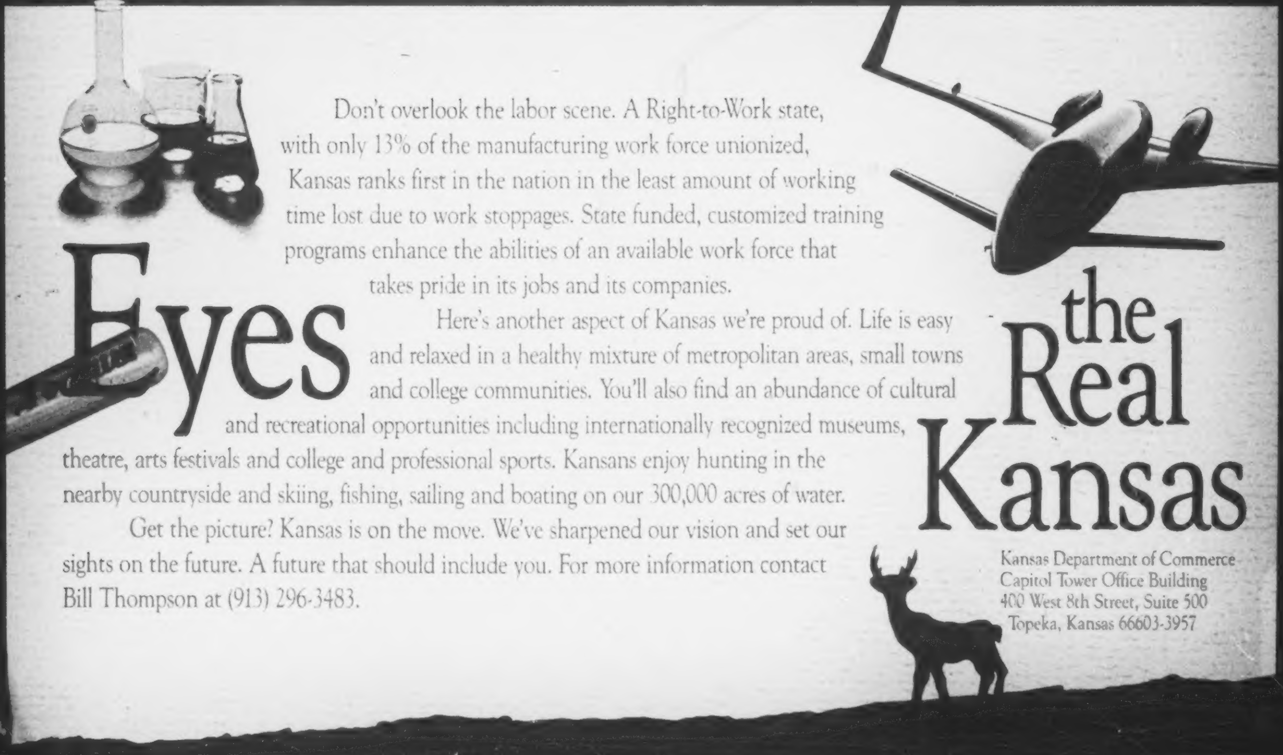
Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
43.9	NA	NA
MANUFACTURING		
174.3	39.5	9.46
DURABLE GOODS		
102.5	38.8	9.53
Stone, clay, & glass prods.-SIC 32		
7.0	NA	NA
Primary metal industries-SIC 33		
3.0	NA	NA
Fabricated metal products-SIC 34		
11.3	38.6	7.74
Machinery-SIC 35		
27.2	39.9	8.98
Transportation equipment-SIC 37		
43.5	38.4	10.87

Area Wage Survey

Average straight-time hourly earnings

	Wichita 4/86	Kansas City MO/KS 9/86
Office, professional & technical		
Payroll clerks $	7.48	8.36
Accounting clerks	8.10	8.00
File clerks	6.06	5.78
Typists	7.13	6.50



Don't overlook the labor scene. A Right-to-Work state, with only 13% of the manufacturing work force unionized, Kansas ranks first in the nation in the least amount of working time lost due to work stoppages. State funded, customized training programs enhance the abilities of an available work force that takes pride in its jobs and its companies.

Here's another aspect of Kansas we're proud of. Life is easy and relaxed in a healthy mixture of metropolitan areas, small towns and college communities. You'll also find an abundance of cultural and recreational opportunities including internationally recognized museums, theatre, arts festivals and college and professional sports. Kansans enjoy hunting in the nearby countryside and skiing, fishing, sailing and boating on our 300,000 acres of water.

Get the picture? Kansas is on the move. We've sharpened our vision and set our sights on the future. A future that should include you. For more information contact Bill Thompson at (913) 296-3483.

Kansas Department of Commerce
Capitol Tower Office Building
400 West 8th Street, Suite 500
Topeka, Kansas 66603-3957

Share the Vision KANSAS!

Former NASA astronaut Joe Engle is proud of the fact that he was born, raised and educated in Kansas. He's committed to our state's future. Joe enjoys spending time with young Kansans. Sharing experiences. Offering encouragement. Teaching.

SO GO AHEAD, PICK OUR BRAINS — NASA DID

- Our workforce contains a higher percentage of high school graduates than you'll find in 46 other states.
- A right-to-work state, Kansas is ranked #1 in the region for available skilled workers.
- College-bound Kansans perform better on the SAT test than do students in 45 other states.
- Our state surpasses the national and regional average in the number of college-educated adults.

Brig. Gen. Joe Engle, Kansas Air National Guard, NASA astronaut.

All the good things about our state are nowhere more evident than in southeast and south central Kansas...

MAXIMUM BRAIN POWER... 50% OFF ELECTRIC POWER

As this area's major electric utility, we provide reliable, abundant power. Locating a new plant here can earn your company a 50% discount on the demand portion of your electric bill.

For confidential assistance contact Bill Underkofler, Manager Area Development, KG&E, The Electric Company, Box 208, Wichita, KS 67201. Call 1-800-527-2495. In Kansas call 316-261-6986.

KGE
THE ELECTRIC COMPANY

Circle 9 on Brochure Service Card

Key entry operators	7.49	7.43
Secretaries	9.93	9.24
Stenographers	NA	10.30
Switchbd opr-recept's	5.56	6.35
Wordprocessors	7.94	7.87
Drafters	11.55	10.76
Electronic technicians	13.11	13.81
Computer operators	9.26	9.59
Computer programmers	11.56	13.25
Computer systems analysts	15.16	15.44
Maintenance & powerplant		
Carpenters	NA	12.76
Electricians	13.62	14.16
Engineers, stationary	12.66	13.79
Machinists	NA	14.96
Mechanics (machinery)	11.49	12.44
Tool & die makers	13.60	14.67
Custodial & material movement		
Guards	6.28	5.42
Janitors, porters, & cleaners	9.41	5.62
Laborers, material handling	6.51	10.00
Shippers & receivers	8.45	9.70
Truckdrivers	9.08	11.92
Forklift operators	NA	10.89

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Lawrence	28	80	4819	1583
Leavenworth	27	79	5184	1355
Manhattan	27	80	5119	1525
Salina	27	81	5187	1566
Topeka	26	79	5319	1380
Wichita	30	81	4787	1684

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	55	3,700
Portland	1,700	94,600
Clays	854	5,159
Gem stones	NA	W
Salt (excl. brine)	1,675	71,713
Sand & gravel:		
Construction	12,000	26,300
Industrial	130	1,100
Stone (crushed)	16,000	57,500
Combined value of gypsum, helium (crude and Grade-A), pumice, salt (brine), stone (dimension), and value indicated by symbol W		59,989
Total 1986 (preliminary)		320,061

* thousand short tons except as noted

W withheld to avoid disclosing company propriety data

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Emporia — 5eg
Hutchinson — 5eg, 1g
Kansas City — 2e, 5g
Lawrence — 5e
Leavenworth — 5eg, 7g
Manhattan — 5eg
Olathe — 3e, 5e, 7g
Overland Park — 3e, 5g, 7g
Salina — 5eg
Shawnee — 3e, 5eg
Topeka — 5eg
Wichita — 1g, 4e, 5g

1. Arkansas Louisiana Gas Co.
   206 N. Hudson, Ste. 500, P.O. Box 839, Altus, OK 73522
2. Kansas City Bd. of Pub. Utilities
   700 Minnesota Ave., Kansas City 66101
3. Kansas City Power & Light Co.
   1330 Baltimore Ave., Kansas City, MO 64105
4. Kansas Gas and Electric Co.
   201 N. Market St., Box 208, Wichita 67201
5. Kansas Power & Light Co.
   818 Kansas Ave., (Box 889) Topeka 66612 (66601)
6. Kansas Public Service Co.
   110 E. 9th, Lawrence 66044
7. Union Gas System, Inc.
   122 W. Myrtle, Independence 67301

Utilities serving cities under 25,000:

Kansas Elec. Power Co-op
Charles Ross, Exec. V.P.
P.O. Box 4877, Topeka 66604
913/273-7010

Sunflower Elec. Co-op, Inc.
Steven W. Thompson, Gen. Mgr.
P.O. Box 980, Hays 67601
913/628-2845

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Emporia 1 (Topeka)
Hutchinson 1, 8-10
Kansas City 1-9 (Kansas City, MO)
Lawrence 1, 9 (Topeka)
Leavenworth 1-3, 9 (Kansas City, MO)
Manhattan 9, 14, 17
Olathe 1, 2 (Kansas City, MO)
Overland Park (Kansas City, MO)
Salina 1, 6, 9, 13, 17
Shawnee (Kansas City, MO)
Topeka 1, 6, 8, 9, 13, 14, 17, 20
Wichita 1, 2, 6, 9-12, 15-21

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chicago & North Western System
4. Illinois Central Gulf Railroad
5. Kansas City Southern Railway Co.
6. Missouri-Kansas-Texas (Oklahoma-Kansas-Texas)
7. Norfolk Southern Corp.
8. St. Louis Southwestern Railway Co.
9. Union Pacific Railroad

Airlines

10. Air Midwest
11. American
12. America West
13. Braniff Express-Capitol Air Service
14. Capitol Air Service
15. Continental
16. Eastern
17. Eastern Express-Air Midwest
18. Northwest
19. TWA
20. United
21. USAir

DEVELOPMENT COUNSELORS:

State Development Agency

Atherton, Lou, Dir.
Ind. Dev. Div.
Kansas Dept. of Commmerce
400 W. Eighth St., Ste. 500
Topeka, 66603-3957
913/296-3483

Areas & Others

Coffeyville
Rockwell, Steve W., C.I.D., Exec. V.P.
Montgomery Cty. Action Council, Inc.
P.O. Box 479, 67337
316/251-5312

Concordia
Miller, Gene, Econ. Dev. Dir.
Cloud Cty./Concordia
City Hall, 66901
913/243-7864

Great Bend
Lyon, Leroy E., Exec. Dir.
Mid-Kansas Econ. Dev. Cmsn.
2015 Lankin, 67530
316/792-1375

Salina
Cook, Robert G., C.I.D., Pres.
Salina Area Chamber of Comm.
120 W. Ash, 67401
913/827-9301

Topeka
Imming, Christopher J., Assoc. Dir.
City of Topeka
820 Quincy, Ste. 501, 66612
913/234-0072
Weinmeister, Rod, Dir.
Kansas Power & Light Co.
818 Kansas Ave,
P.O. Box 889, 66601
913/296-6473

Wichita
Alumbaugh, Jack E., Exec. Dir.
S. Central Kans. Econ. Dev. Dist., Inc.
River Park Pl., Ste. 565
727 N. Waco, 67203
316/262-5246
Underkofler, Bill, Area Dev. Mgr.
Kansas Gas & Electric Co.
P.O. Box 208, 67201
316/261-6986
Wynn, Marvin L., C.I.D., Sr. V.P.
Wichita Area Chamber of Commerce
350 W. Douglas, 67602
316/265-7771

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Small business loans
- Industrial development bonds
- Aid for job training
- Free trade zone
- Energy development loans
- Agricultural resources loans

Tax rates:

Corporate income tax............6%-9.5%
Personal income tax.................6%-8%
Sales tax.......... 6% on selected items; 4% on capital equip. for new & expanding businesses
Incorp. tax..................$75 filing fee for Minn. Corp.; $170 filing fee for non-Minn. corp.
Franchise tax.................................none
Inventory tax..................................none
Gasoline tax............................. $.17/gal.

Advanced education facilities:

Four-year colleges & universities 35
Two-year colleges..............................24
Vocational/technical institutes 33

Medical facilities:

Hospitals...189
Clinics............................. 800 (approx.)
Source: MN Medical Association

Labor analysis:

Civilian labor force.................2,238,053
High-school grads......... 73.1% of pop.

For additional labor market information, contact Dept. of Jobs & Training, 390 N. Robert St., St. Paul, MN 55101, 612/296-6791

Environment controls:

Air & water pollution: Thomas Kalitowski, Exec. Dir., Minn. Pollution Control Agency, 1935 WS County Rd., B-2, St. Paul, MN 55113, 612/296-7373

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
MINNESOTA	4,007.1	4,292.7
Blaine	28.6	NA
Bloomington	81.8	89.4
Brooklyn Center	31.2	NA
Brooklyn Park	43.3	53.0
Burnsville	35.7	NA
Coon Rapids	35.8	NA
Crystal	25.5	NA
Duluth	92.8	86.0
Edina	46.1	48.9
Fridley	30.2	NA
Mankato	28.7	NA
Maplewood	27.0	NA
Minneapolis	371.0	378.1
Minnetonka	38.7	NA
Moorhead	30.0	29.4
Plymouth	31.6	NA
Richfield	37.9	NA
Rochester	57.9	59.1
Roseville	35.8	NA
St. Cloud	42.6	42.9
St. Louis Park	42.9	44.4
St. Paul	270.2	276.5
Winona	25.1	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Duluth, MN/WI	266.7	253.9
Fargo-Moorhead, ND/MN	137.6	150.0
Minneapolis-St. Paul, MN/WI	2,137.0	2,323.3
Rochester	92.0	97.9
St. Cloud	163.3	179.1

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MINNESOTA	377.0	41.2	10.48
Duluth	7.4	38.0	10.90
Minneapolis-St. Paul	253.5	41.5	11.15
St. Cloud	11.8	39.1	9.44

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MINNESOTA	2,253.8	103.5	4.9
Duluth	102.2	7.9	8.1
Minneapolis-St. Paul	1,337.5	55.7	4.4
Rochester	58.1	1.9	4.2
St. Cloud	93.2	4.4	5.2

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	71.0	NA	NA
MANUFACTURING	374.9	40.3	10.05
DURABLE GOODS	225.6	41.1	10.24
Lumber & furniture-SIC 24	16.8	40.0	10.93
Stone, clay, & glass prods.-SIC 32	7.7	37.0	10.39
Primary metal industries-SIC 33	6.2	42.8	9.27
Fabricated metal products-SIC 34	35.7	41.5	11.09
Machinery, except electrical-SIC 35	89.9	42.3	10.69
Electrical & electronic equip.-SIC 36	28.3	39.7	7.90
Transportation equipment-SIC 37	7.4	42.8	11.66
Instruments & misc. mfg.-SIC 38	33.5	40.7	9.72

Area Wage Survey

Average straight-time hourly earnings

	Minneapolis-St. Paul, MN/WI 1/86
Office, professional, & technical	
Payroll clerks	$ 8.30
Accounting clerks	7.61
File clerks	5.44
Typists	6.41
Key entry operators	7.11
Secretaries	9.15
Stenographers	9.72
Switchbd opr-receptionists	6.74
Word processors	7.95
Drafters	10.75
Electronics technicians	12.31
Computer operators	9.00
Computer programmers	12.50
Computer systems analysts	16.14
Maintenance & powerplant	
Carpenters	14.30
Electricians	15.61
Engineers, stationary	13.07
Machinists	14.57
Mechanics (machinery)	12.52
Tool & die makers	14.58
Custodial & material movement	
Guards	5.97
Janitors, porters & cleaners	6.38
Laborers, material handling	10.39
Shippers & receivers	9.35
Truckdrivers	12.86
Forklift operators	11.52

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Austin	12	71	7980	536
Duluth	6	65	9901	150
Rochester	11	71	8277	479
St. Cloud	7	70	8965	397
Winona	13	73	7819	653

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	W	W
Iron ore (usable)—thou. long tons, gross wt.	28,000	1,136,000
Peat	W	W
Sand & gravel:		
Construction	22,900	48,900
Industrial	700	10,500
Stone:		
Crushed	8,300	26,300
Dimension	28	10,507
Combined value of clays, lime, and value indicated by symbol W		14,060
Total 1986 (preliminary)		1,246,267

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designated agencies listed below. Nearest airports shown in parentheses. (M) = Minneapolis/St. Paul.

Blaine (M)
Bloomington 6 (M)
Brooklyn Center (M)
Brooklyn Park (M)
Burnsville 2 (M)
Coon Rapids (M)
Crystal 6 (M)
Duluth 1-4, 6, 19, 20
Edina 6 (M)
Fridley 1, 6 (M)
Mankato 10
Maplewood (M)
Minneapolis 1, 2, 5-25
Minnetonka (M)
Moorhead 1 (Fargo, ND)
Plymouth (M)
Richfield 6 (M)
Rochester 2, 19, 20, 23
Roseville 1 (M)
St. Cloud 1 (M)
St. Louis Park 1, 2, 6 (M)
St. Paul 1, 2, 6 (M)
Winona 1, 6 (La Crosse, WI)

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Duluth, Missabe & Iron Range Rwy.
4. Duluth, Winnipeg & Pacific Railway
5. Illinois Central Gulf Railroad
6. Soo Line R.R. Co.
7. Wisconsin Central Ltd.

Airlines

8. Air Canada-Air Ontario
9. American
10. Bemidji Airlines
11. Braniff
12. Canadian Airlines Intl. Commuter-Norcanair
13. Continental
14. Delta
15. Eastern
16. Great Lakes Aviation
17. Midway Airlines, Inc.
18. Midwest Aviation
19. Northwest
20. Northwest Airlink
21. Pan American
22. Piedmont
23. TWA
24. United
25. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Blaine — 7e(LD), 6g
Bloomington — 7e(NMD), 3g
Brooklyn Center — 7e(NOD), 3g
Brooklyn Park — 7e(NOD), 3g
Burnsville — 7e(NMD), 3g
Coon Rapids — 1e, 7e(NOD), 6g
Crystal — 7e(NOD), 3g
Duluth — 4e, 2g
Edina — 7e(NMD), 3g
Fridley — 7e(NOD), 3g
Mankato — 7e(KD), 3g
Maplewood — 7eg(LD)
Minneapolis — 7e(MSD), 3g
Minnetonka — 7e(MTAD), 3g
Moorhead — 5e, 7eg(FD)
Plymouth — 7e(NOD), 3g
Richfield — 7e(NMD), 3g
Rochester — 9e, 8g
Roseville — 7e(SPD)
St. Cloud — 7eg(NWD)
St. Louis Park — 7e(MSD), 3g
St. Paul — 7eg(SPD)
Winona — 7eg(HD)

1. Anoka Electric Dept.
2015 1st Ave. N., Anoka 55303
2. Duluth Dept. of Water & Gas
414 W. 1st St., Duluth 55802
3. Minnegasco. Inc.
201 S. 7th St., Minneapolis 55402
4. Minnesota Power & Light Co.
30 W. Superior St., Duluth 55802
5. Moorhead Pub. Serv. Dept.
P.O. Box 779, Moorhead 56560
6. North Central Public Service Co.
1080 Montreal Ave., St. Paul 55116
7. Nortnern States Power Co. (Minn.)
414 Nicollet Mall, Minneapolis 55401
(FD) Fargo Div.
2302 Gt. Northern Dr., Fargo, ND 58108
(HD) Hiawatha Div.
5050 Service Dr., Wenoma 55987
(KD) Keystone Div.
210 Lime St, Mankato 56001
(LD) Lakeland Div.
1700 E. County Rd. E, White Bear Lake 55110
(MSD) Minneapolis Div
1518 Chestnut Ave N., Minneapolis 55403
(MTAD) Minnetonka Div
5505 Co. Rd. 19, Shorewood 55331
(NMD) Normandale Div
5309 W. 70th St., Edina 55435
(NOD) North Div
4501-68th Ave. N., Brooklyn Center 55429
(NWD) Northwest Div
3515 3rd St. N., St. Cloud 56301
(SPD) St. Paul Div
825 Rice St., St. Paul 55117

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8. Peoples Natural Gas Co.
25 Main Pl., Council Bluffs, IA 51501
9. Rochester Public Utility Dept.
506 1st Ave. N.E., Rochester 55903-3613

Utilities serving cities under 25,000:

Cooperative Power Assn.
T. V. Lennick, Mgr.
1415 Lone Oak Rd.
Eden Prairie 55344
612/937-8599

United Power Assn.
Philip O. Martin, Gen. Mgr.
Elk River 55330
612/441-3121

DEVELOPMENT COUNSELORS:

State Development Agency

De La Vega, Robert, Asst. Cmsr.
Econ. Dev.
Minn. Dept. of Energy & Econ. Dev.
900 American Center Bldg.
St. Paul, 55101
612/296-3976

Areas & Others

Duluth
Wennberg, Wendy, Bus. Developer
Off. of Bus. Dev., City of Duluth
Room 400, 55802
218/723-3703

Mankato
Forsythe, Larry P., Dir. Econ. Dev.
City of Mankato
202 E. Jackson St., 56001
507/625-3161

Minneapolis
Threlkeld, Mark D., Econ. Dev. Mgr.
Gtr. Minneapolis Chamber of Comm.
15 S. Fifth St., 55402
612/370-9154

Duckor, Anita, Mgr. Econ. Dev.
Northern States Power Co.
414 Nicolet Mall, 55401
612/330-6724

Rochester
Johnson, Larry, Admin. Econ. Dev.
Southern MN Municipal Power Agency
500 First Ave., S.W., 55902-3303
507/285-0478

St. Paul
Terrell, James E., Asst. Dir. Ind. Dev.
St. Paul Port Authority
1900 Amhoist Tower
345 St. Peter St., 55102
612/224-5686

Wilmar
Larson, Lee, CID, CED
Econ./Community Dev. Specialist
Mid-Minn. Dev. Cmsn.
333 West 6th St., 56201
612/235-8504

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives, including jobs/investment tax credits for new & expanding business
- Tax-exempt bonds for manufacturers, buildings, land, & equipment, as well as for pollution control equipment
- Special financing & taxation incentives for companies expanding in certain areas, including enterprise zones
- Aid for job training and hiring
- Freeport law
- Tax-exempt inventories
- Economic Development Major Industry Fund program using inactive state funds to back bank loans to industry
- Foreign trade zones located in Kansas City & St. Louis metro. areas
- State loans/loan guarantees
- Grants for research creating new jobs in high technology
- Corporation for Science & Technology and Innovation Centers to encourage development of scientific & technological resources
- Tax-exempt mfg. machinery (sales tax)

Tax rates:
- Corporate income tax 5%
- Personal income tax .....$315 + 6% of excess over $9,000
- Property tax....................varies locally
- Sales tax....................................4.225%
- Franchise tax ....1/20 of 1% of company assets over $200,000
- Incorporation tax fee:
  - Domestic — $53 for the first $30,000 or less; over $30,000, $5 for every $10,000 excess
  - Foreign — same as domestic, plus an additional $10
- Inventory tax ....exempt
- Gasoline tax .... $.11/gal.

Advanced education facilities:
- Four-year colleges & universities 37
- Two-year or junior colleges...............21
- Public area vocational schools 60
- Technical & professional schools......9
- Theological schools..........................14

Medical facilities:
- Hospitals 186
- Clinics ....NA

Labor Analysis:
- Civilian labor force 2,529,000 (1986)
- High school graduates .. 50,840 (86-87)

Environment controls:

Solid & hazardous waste, drinking water, land reclamation, air & water pollution: Missouri Div. of Environ. Quality, P.O. Box 176, Jefferson City, MO 65102, 314/751-4810

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
MISSOURI	4,917.4	5,149.3
Blue Springs	25.9	NA
Cape Girardeau	34.4	NA
Columbia	62.1	65.6
Florissant	55.4	58.1
Independence	111.8	115.4
Jefferson City	33.6	NA
Joplin	38.9	40.2
Kansas City	448.2	450.6
Kirkwood	28.0	NA
Lee's Summit	28.7	NA
Raytown	31.8	NA
St. Charles	37.4	52.2
St. Joseph	76.7	74.7
St. Louis	453.1	428.9
Springfield	133.1	142.3
University City	42.7	43.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Columbia	100.4	109.1
Joplin	127.5	134.7
Kansas City, MO/KS	1,433.0	1,525.0
St. Joseph	87.9	86.4
St. Louis, MO/IL	2,377.0	2,451.2
Springfield	207.7	228.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
MISSOURI 417.2	41.2	9.80
Kansas City 110.9	41.5	11.12
St. Louis 218.6	41.3	11.60
Springfield 20.4	39.4	8.48

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
MISSOURI 2,599.2	141.7	5.5
Kansas City		

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Phone ____________________

or Call:
Charles M. Towle, Director of Industrial Development
John A. Campobasso, Assistant Director of Industrial Development
James E. Terrell, Assistant Director of Industrial Development

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(For More Information Contact)

Dan Bollinger Sr.
Executive Director
or
Robert L. Libla Jr.
Economic Developer

Bootheel Regional Planning &
Economic Development Commission
P.O. Box 397
Malden, MO. 63863
314-276-2242

Circle 58 on Brochure Service Card

St. Joseph		
41.4	2.8	6.8
St. Louis		
1,254.4	77.6	6.1
Springfield		
120.9	5.0	4.5

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	St. Louis MO/IL 3/86	Kansas City MO/KS 9/86
Office, professional, & technical		
Payroll clerks $	8.24	8.36
Accounting clerks	7.75	8.00
File clerks	5.06	5.78
Typists	6.82	6.50
Key entry operators	6.36	7.43
Secretaries	9.21	9.24
Stenographers	8.40	10.30
Switchbd opr-recept's	6.10	6.35
Word processors	7.37	7.87
Drafters	11.33	10.76
Electronics technicians	14.11	13.81
Computer operators	9.37	9.59
Computer programmers	12.73	13.25
Computer systems analysts	17.16	15.44
Maintenance & powerplant		
Carpenters	14.06	12.76
Electricians	14.88	14.16
Engineers, stationary	13.52	13.79
Machinists	15.22	14.96
Mechanics (machinery)	12.12	12.44
Tool & die makers	15.50	14.67
Custodial & material movement		
Guards	5.30	5.42
Janitors, porters & cleaners	5.20	5.62
Laborers, mat'l hdlg	11.21	10.00
Shippers & receivers	10.19	9.70
Truckdrivers	12.49	11.92
Forklift operators	11.59	10.89

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
94.8	NA	NA
MANUFACTURING		
429.3	40.2	9.56
DURABLE GOODS		
244.9	41.0	10.33
Lumber & wood prods.-SIC 24		
10.0	38.8	6.18
Furniture & fixtures-SIC 25		
10.1	42.9	7.31
Stone, clay, & glass prods.-SIC 32		
11.0	41.0	10.40
Primary metal industries-SIC 33		
12.8	40.4	10.78
Fabricated metal products-SIC 34		
28.8	41.2	9.52
Machinery, except electrical-SIC 35		
31.5	40.7	9.97
Electrical & electronic equip.-SIC 36		
50.5	40.4	9.36
Transportation equipment-SIC 37		
71.1	42.4	13.37
Instruments & related prods.-SIC 38		
11.7	39.6	7.45
Misc. mfg. industries-SIC 39		
7.3	39.0	6.53

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	W	W
Cement:		
Portland	4,500	200,900
Masonry	175	8,600
Clays (excl. fuller's earth)	1,631	12,467
Copper — metric tons (recov. cont. of ores, etc.)	19,161	28,007
Gem stones	NA	W
Iron ore — thou. long tons	924	W
Lead — metric tons (recov. cont. of ores, etc.)	325,273	157,763
Sand & gravel:		
Construction	8,400	20,600
Industrial	480	6,200
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	1,298	7,007
Stone (crushed)	51,100	167,800
Zinc — metric tons (recov. cont. of ores, etc.)	39,291	30,403
Combined value of clays (fuller's earth), iron oxide pigments (crude), lime, stone (dimension), and values indicated by symbol W		124,748
Total 1986 (preliminary)		764,495

* thousand short tons except as noted
W withheld to avoid disclosing company propriety data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Columbia	28	78	5206	1269
Jefferson City	30	78	4897	1330
Joplin	33	80	4321	1628
Kansas City	26	79	5283	1333
Saint Charles	29	78	4949	1412
St. Joseph	25	79	5453	1347
St. Louis	29	79	4938	1468
Springfield	32	78	4660	1374

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Blue Springs (Kansas City)
Cape Girardeau 2, 16, 32, 36
Columbia 11, 23, 32, 37
Florissant (St. Louis)
Independence 16 (Kansas City)
Jefferson City 16, 23, 32, 37
Joplin 8, 16, 28, 32, 37
Kansas City 1-3, 6, 8, 10-13, 16, 18, 21-25, 27, 28, 30. 31, 35, 38-40
Kirkwood 2, 16 (St. Louis)
Lee's Summitt 16 (Kansas City)
Raytown 12 (Kansas City)
St. Charles 11 (St. Louis)
St. Joseph 1, 2, 3, 16 (Kansas City)
St. Louis 2-5, 7, 9-12, 14-16, 18, 21, 24-27, 29, 31, 33-40

Springfield 2, 16, 17, 19, 20, 24, 28, 32, 37, 38
University City 15 (St. Louis)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chicago & North Western System
4. Conrail
5. CSX Transportation, Inc.
6. Denver & Rio Grande Western R.R.
7. Illinois Central Gulf R.R. Co.
8. Kansas City Southern Railway Co.
9. Missouri-Kansas-Texas R.R. Co.
10. Norfolk Southern Corp.
11. Norfolk and Western Railway
12. St. Louis Southwestern Railway Co.
13. Soo Line Railroad
14. Southern Railway
15. Terminal R.R. Assn. of St. Louis
16. Union Pacific Railroad

Airlines

17. Air Midwest
18. American
19. American Eagle
20. America West
21. Braniff
22. Braniff Express-Capitol Air Service
23. Braniff Express-Midcontinent Airlines
24. Continental
25. Delta
26. Delta Connection-Comair
27. Eastern
28. Eastern Express-Air Midwest
29. Exec Express
30. Midway Airlines, Inc.
31. Northwest
32. Northwest Airlink
33. Piedmont
34. Prime Air
35. Southwest Airlines
36. Trans World Express-Air Midwest
37. Trans World Express-Resort Air
38. TWA
39. United
40. USAir

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Blue Springs — 4e, 8e, 6g
Cape Girardeau — 11eg
Columbia — 1e, 11g
Florissant — 11e, 7g
Independence — 3e, 4e, 6g
Jefferson City — 11eg
Joplin — 2e, 6g
Kansas City — 4e, 8e, 6g
Kirkwood — 5e, 11e, 7g
Lee's Summit — 8e, 6g
Raytown — 4e, 8e, 6g
St. Charles — 11e
St. Joseph — 9e, 6g
St. Louis — 11e, 7g
Springfield — 10eg
University City — 11e, 7g

1. Columbia Water and Lt. Dept.
   7th & Broadway, Box N, Columbia 65205
2. Empire Dist. Electric Co.
   P.O. Box 127, Joplin 64802
3. Independence Power & Lt. Dept.
   21500 E. Truman Rd., Independence 64056
4. Kansas City Power & Light Co.
   1330 Baltimore Ave., Kansas City 64105
5. Kirkwood Electric Light Dept.
   212 S. Taylor Ave., Kirkwood 63122
6. Kansas Power & Light Co.,
   818 Kansas Ave., Box 889, Topeka 66601
7. Laclede Gas Co.
   720 Olive St., St. Louis 63101
8. Missouri Public Service Co.
   (Utilicorp United, Inc.)
   10700 E. M350 Hwy., Kansas City 64138
9. St. Joseph Light & Power Co.
   520 Francis St., St. Joseph 64502
10. Springfield City Utilities
    301 E. Central, JS Box 551,
    Springfield 65801
11. Union Electric Co.
    1901 Gratiot St., St. Louis 63166

Utilities serving cities under 25,000:

Associated Elec.Co-op, Inc.
Gerald F. Diddle, Mgr.
P.O. Box 754
Springfield 65801
417/881-1204

Central Electric Power Co-op
Carl M. Herren, Mgr.
P.O. Box 269
Jefferson City 65101
314/634-2454

M&A Elec. Power Co-op
Robert E. Stagner, Mgr.
P.O. Box 670
Poplar Bluff 63901
314/785-9651

Northeast Missouri Elec. Power Co-op
Robert E. Shaw, Gen. Mgr.
P.O. Box 191, Palmyra 63461
314/769-2107

N.W. Elec. Power Co-op, Inc.
Richard W. Foster, Mgr.
P.O. 312, Cameron 64429
816/632-2121

Sho-Me Power Corp.
John K. Davis, Mgr.
P.O. Box D, Marshfield 65706
417/468-2615

DEVELOPMENT COUNSELORS:

State Development Agency

Koupal, Carl, Dir.
Missouri Dept. of Econ. Dev.
301 W. High St.
Thuman State Office Bldg.
Jefferson City, MO 65101
314/751-3946

Areas & Others

Cameron
Keith, Gilbert, C.I.D., Dir., Econ. Dev.
NW Electric Power Coop.
P.O. Box 312
Bus. Hwy. 36 W., 64429
816/632-2121

Chillicothe
Hall, William, C.I.D., Exec. V.P.
Chillicothe Ind. Dev. Corp.

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FOR EXPLANATIONS CONTACT:

TOM TUCKER
P. O. BOX 366
PERRYVILLE, MO. 63775
(314) 547-8357

Circle 59 on Brochure Service Card

715 Washington St.
P.O. Box 416, 64601
816/646-4071

Jefferson City
Hayter, William D., C.I.D.
Sales & Ind. Dev. Mgr.
Central Electric Power Coop.
2106 Jefferson St.
Box 269, 65102
314/634-2454

Wood, Don
Assoc. of Missouri Elec. Coops.
2722 E. McCarty, 65101
314/635-6857

Joplin
Tonjes, Gary, Pres./Gen. Mgr.
Joplin Chamber of Comm.
P.O. Box 1178, 64802-1178
417/624-4150

Kansas City
Kirk, Harold L., CID
Ind. Dev. Mgr.
Missouri Public Service
10750 E. 350 Highway
P.O. Box 11739, 64138
816/737-9346

Monroe, James W., C.I.D., Pres.
Kansas City Area Econ. Dev. Council
Ste. 600, 920 Main St., 64105
816/221-2121

Wheeler, Charles E., C.I.D., Exec. Dir.
Platte Cty. Ind. Dev. Cmsn.
10920 Ambassador Dr., 64153
816/891-9480

Malden
Bollinger, Dan, Sr., Exec. Dir.
Libla, Robert L., Jr.
Bootheel Reg. Plng. & Econ. Dev. Commission
P.O. Box 397, 63863
314/276-2242

Nevada
Lampe, Harold, Exec. Dir.
Nevada Area Econ. Dev. Comm.
Citizens State Bank Bldg.
P.O. Box 807, 64772
417/667-6084

Perryville
Tucker, Tom, Exec. Dir.
Southeast Mo. Reg. Plng. & Econ. Dev. Cmsn.
1 West St. Joseph St.,
P.O. Box 366, 63775
314/547-8357

St. Joseph
Price, Steve, Mgr. E.D.
St. Joseph E.D.G.
P.O. Box 1394, 64502
816/232-4461

St. Louis
Grosser, Eileen E., Mktg. Dir.
St. Louis Cty. Econ. Council
130 South Bemiston
Ste. 800, 63105
314/721-0900

Weidner, Richard, Dir.
St. Louis Regional Comm.
100 S. 4th St., 63102
314/231-5555

St. Peters
Hall, Vaal G., C.I.D., Admin.
St. Charles Cty. Ind. Dev. Auth.
Mid River Office Bldg.
#1 Mid Rivers Dr., 63376
314/441-6880

Sedalia
Wimmer, G.R., Exec. V.P.
Sedalia-Pettis Cty. Dev. Corp.
P.O. Box 1266, 65301
816/827-0884

STATE INFORMATION:

Financial assistance to industry:

- Bonds for buildings, land, & equipment, including pollution control
- On-the-job training & pre-employment training program
- Two Foreign Trade Zones: No. 19 Omaha, No. 59 Lincoln

Tax rates:

Corporate income tax	4.75% on first $50,000 & 6.65% over $50,000, based on federal taxable income attributable to Nebraska operations
Personal income tax	2%-5.9% of taxable income of federal tax paid
Sales tax	4%
Municipal sales tax	½% Gothenburg; 1% Beatrice, Chadron, Chappell, Crete, Gordon, Kimball, La Vista, Lewellen, Nebraska City, Norfolk, North Platte, Ogallala, Oshkosh, Rushville, Scottsbluff, Sidney, Waterloo; 1½% Bellevue, Crawford, Lincoln, Omaha
Incorp. & franchise tax	NA
Inventory tax	100% exemption of personal property on inventory
Gasoline tax	$.183/gal. (1987)

Advanced education facilities:

Four-year colleges & universities	19
Two-year or junior colleges	NA
Vocational & business schools	16

Medical facilities:

Hospitals	113
Clinics	NA

Labor analysis:

Civilian labor force	803,000 (1986)
High school graduates	20,202 (1985)

For additional labor market information, contact Div. of Employ., Dept. of Labor, P.O. Box 94600, State House Station, Lincoln, NE 68509, 402/475-8451

Environment controls:

Air & water pollution: Dennis Grams, Dir., Nebraska Dept. of Environ. Control, Box 94877, Lincoln, NE 68509, 402/471-2186

POPULATION:

Cities over 25,000

	Census 1980 Thousands	Estimate 1987 Thousands
NEBRASKA	1,570.0	1,624.6
Grand Island	33.2	NA
Lincoln	171.9	185.3
Omaha	311.7	355.0

Metropolitan Statistical Areas (MSAs)

	Census 1980 Thousands	Estimate 1987 Thousands
Lincoln	192.9	208.6
Omaha, NE/IA	585.0	616.9
Sioux City, IA/NE	117.5	117.7

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEBRASKA	85.6	41.5	9.35
Lincoln	13.5	41.0	10.32
Omaha	33.3	40.1	10.07

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Omaha NE/IA 10/86
Office, professional, & technical	
Payroll clerks	$ 8.25
Accounting clerks	7.46
File clerks	5.35
Typists	5.88
Key entry operators	6.33
Secretaries	8.95
Stenographers	10.12
Switchbd opr-recept's	5.96
Drafters	9.89
Electronics technicians	10.79
Computer operators	8.75
Computer programmer	13.23
Computer systems analysts	16.85
Maintenance & powerplant	
Carpenters	10.81
Electricians	12.39
Engineers, stationary	11.27
Machinists	13.49
Mechanics (machinery)	11.98
Custodial & material movement	
Guards	4.00
Janitors, porters & cleaners	4.62
Laborers, mat'l hdlg	8.71
Shippers & receivers	6.29
Truckdrivers	10.32
Forklift operators	9.58

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEBRASKA	794.1	31.2	3.9
Lincoln	118.5	3.8	3.0
Omaha	309.9	14.0	4.6

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	26.5	NA	NA
MANUFACTURING	88.9	40.3	9.03
DURABLE GOODS	44.0	40.7	9.24

Lumber & stone, clay, & glass-SIC 24	4.3	40.4	8.64
Furniture & fixtures-SIC 25	1.6	NA	NA
Primary & fabricated metals-SIC 33	8.3	40.6	9.53
Machinery, except electric-SIC 35	10.6	NA	NA
Machinery & transp.-SIC 35	24.8	41.1	9.58
Electrical & electronic equip.-SIC 36	9.4	NA	NA
Transportation equipment-SIC 37	4.7	NA	NA
Instruments & misc. mfg.-SIC 38	5.0	NA	NA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	234	1,278
Sand & gravel (construction)	11,100	26,300
Stone (crushed)	4,200	19,500
Combined value of cement, gem stones, lime, and sand and gravel		59,218
Total 1986 (preliminary)		106,296

* thousand short tons

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Grand Island	21	77	6482	1028
Lincoln	22	79	5967	1263
Omaha	20	78	6194	1166

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Grand Island 1, 7, 10, 14, 15
Lincoln 1, 7, 9, 11, 14, 15, 20-22
Omaha 1-22

Railroads

1. Burlington Northern R.R. Co.
2. Chicago, Central & Pacific Railroad
3. Chicago & North Western System
4. Iowa Interstate Railroad Ltd.
5. Missouri-Kansas-Texas R.R. Co.
6. Soo Line Railroad
7. Union Pacific Railroad

Airlines

8. American
9. America West
10. Braniff Express-Midcontinent Airlines
11. Continental
12. Delta
13. Eastern
14. Eastern Express-Air Midwest
15. GP Express
16. Iowa Airways
17. Midcontinent
18. Midway Airlines, Inc.
19. Northwest
20. Northwest Airlink
21. TWA
22. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Grand Island — 1e, 5g
Lincoln — 2e, 4g
Omaha — 6e, 3g

1. Grand Island Utilities
   208 N. Pine, Box 1968, Grand Island 68802
2. Lincoln Electric Sys., 1200 N St., Box 80869, Lincoln 68501
3. Metropolitan Utilities District of Omaha
   1723 Harney St., Omaha 68102
4. Minnegasco Inc.
   201 S. 7th St., Minneapolis, MN 55402
5. Northwestern Pub. Service Co.
   Northwestern Nat'l Bank Bldg.
   Huron, SD 57350
6. Omaha Public Power District
   1623 Harney St., Omaha 68102-2247

Utilities serving cities under 25,000:

Central Nebraska PPID
Frank J. Dragoun, Gen. Mgr.
P.O. Box 356, Holdrege 68949
308/995-8601

Nebraska Elec. G&T Corp, Inc.
K. E. Brooks, Mgr.
P.O. Box 456, Columbus 68601
402/564-8142

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Roy D. Landis, Area Dev. Mgr.
P.O. Box 499, Columbus 68601
402/563-5581

DEVELOPMENT COUNSELORS:

State Development Agency

Christianson, Roger, Dir.
Nebraska Dept. of Econ. Dev.
P.O. Box 94666
Lincoln, 68509
402/471-3111

Areas & Others

Beatrice
Schwenke, Diane M., Dir.
Gage Cty. Ind. Corp.
226 S. 6th, 68310
402/223-2338

Columbus
Hall, Dennis G., Area Dev. Mgr.
Dept. of Area Development
Nebraska Public Power District
P.O. Box 499, 68601
402/563-5534

Freemont
Kraft, A. Ronald, Pres.
Freemont Chamber of Comm.
P.O. Box 182, 68025
402/721-2641

Grand Island
Good, Richard H., Pres.
Grand Island Ind. Fdtn.
309 W. 2nd St., P.O. Box 1486, 68802
308/382-9210

Lincoln
Malloy, Patrick J., Ind. Dev. Dir.
Lincoln Chamber of Comm.
1221 N St., Suite 606, 68508
402/476-7511

North Platte
Baird, Andrew, Dir. Ind. Dev.
North Platte Dev. Corp.
P.O. Box 968, 69101-0968
308/532-4966

Ogallala
Small, Kathy J., Exec. Dir.
West Central Nebraska Dev. Distr.
710 N. Spruce St.
P.O. Box 599, 69153
308/284-6077

Omaha
Evans, Gary E., Mgr., Area Dev.
Omaha Public Power District
1623 Harney St., 68127
402/536-4347
Moseman, Rod, Dir.
Omaha Econ. Dev. Council
1301 Harney St., 68102
402/346-5000
Kenedy, Ried, Pres.
Railway Education Bureau
Simmons-Boardman Publ. Corp.
1809 Capitol Ave., 68102
402/346-4300
Jorgensen, Jeffrey L., C.I.D., Dir.
Peoples Natural Gas
1815 Capitol Ave., 68102
402/221-2422
Zanarini, Roger
Mgr., Nat'l Accounts
Union Pacific Realty Co.
302 S. 36th St., 68131
402/280-4730

NORTH DAKOTA

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings
- Bonds for pollution control
- Aid for job training

Tax rates:

Corporate income tax .... graduated
Personal income tax .... graduated
Personal property tax ..... none, or opt. percent of fed. liability
Sales tax..... 5½% (3½% for farm machinery, irrigation equipment, & mobile homes)
Incorp. & franchise tax .... none
Inventory tax .... none
Gasoline tax .... $.17/gal.

Advanced education facilities:

Four-year colleges & universities 11
Two-year or junior colleges.................2
Vocational & business schools........41

Medical facilities:

Hospitals 57
Clinics..132

Labor analysis:

Civilian labor force 314,990 (Nov. 1987)
High school graduates 8,332 (1987)

For additional labor market information, contact Job Service North Dakota, 1000 E. Divide Ave., P.O. Box 1537, Bismarck, ND 58505, 701/324-3106

Environment controls:

Air pollution: Gene Christianson, Environ. Engineering, North Dakota State Health Dept., 1300 Missouri Valley Bldg., Bismarck, 58505, 701/224-2348

Water pollution: Francis (Fritz) Schwindt, Water Supply & Pollution Control (same address as above) 701/224-2354

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
NORTH DAKOTA	652.7	701.2
Bismarck	44.5	50.8
Fargo	61.3	69.3
Grand Forks	43.8	45.4
Minot	32.8	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Bismarck	80.0	92.3
Fargo-Moorhead ND/ MN	137.6	150.0
Grand Forks	66.1	70.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
NORTH DAKOTA		
16.1	39.0	8.52
Fargo-Moorhead		
5.0	38.6	8.58

*preliminary figures for production workers

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
11.7	NA	NA
MANUFACTURING		
15.4	38.6	8.06
DURABLE GOODS		
6.4	39.8	8.46
Stone, clay, & glass prods.-SIC 32		
0.[illegible]	NA	NA
Fabricated metal products-SIC 34		
0.7	NA	NA
Machinery & transp. equip.-SIC 35		
3.9	NA	NA

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
NORTH DAKOTA		
323.0	11.9	3.7
Bismarck		
43.4	1.6	3.6
Fargo-Moorhead		
83.7	2.5	3.0
Grand Forks		
35.5	1.1	3.1

*preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Bismarck 1-6
Fargo 1, 3, 5-7
Grand Forks 1, 5, 6
Minot 1-3, 5

Railroads

1. Burlington Northern R.R. Co.
2. Soo Line R.R. Co.

Airlines

3. Continental
4. Delta

5. Northwest
6. Northwest Airlink
7. United

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	W
Lime	63	6,268
Sand & gravel (construction)	5,300	10,600
Combined value of clays, peat, salt, stone (crushed), and value indicated by symbol W		4,323
Total 1986 (preliminary)		21,191

* thousand short tons
w withheld to avoid disclosing company proprietary data.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bismarck — 1eg
Fargo — 2eg
Grand Forks — 2eg
Minot — 2e, 1g

1. Montana-Dakota Utilities Co.
   (MDU Resources Group, Inc.)
   400 N. 4th St., Bismarck 58501
2. Northern States Power Co. (Minn.)
   414 Nicollet Mall, Minneapolis, MN 55401

NSPC — Fargo Div.
2302 Gt. Northern Dr., Fargo 58108
NSPC — Grand Forks Div.
1206 5th Ave. S., Grand Forks 58201
NSPC — Minot Div.
24 Second Ave., S.E., Minot 58701

Utilities serving cities under 25,000:

Basin Elec. Power Co-op, Inc.
Robert L. McPhail, Gen. Mgr.
1717 E. Interstate Ave.
Bismarck 58501
701/223-0441

Central Power Elec. Co-op, Inc.
Gary Williamson, Mgr.
P.O. Box 1576, Minot 58701
701/852-4407

Minnkota Power Co-op, Inc.
Lyle D. Lund, Gen. Mgr.
P.O. Box 1318, Grand Forks 58201
701/795-4000

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Bismarck	7	70	9075	473
Fargo	4	71	9343	476
Grand Forks	2	69	9881	418
Minot	6	69	9415	423

DEVELOPMENT COUNSELORS:

State Development Agency

Patrie, William, Dir.
Econ. Dev. Cmsn.
Liberty Memorial Bldg.
Bismarck, 58505
701/224-2810

Areas & Others

Bismarck
Schott. William A., Econ. Dev. Coor.
Basin Elec. Power Coop.
1717 E. Interstate Ave., 58501
701/223-0441

Fargo
Sticka, Toby, Exec. Dir.
Fargo-Cass Cty. Ind. Dev. Corp.
321 N. Fourth St., 58102
701/237-6132

Jamestown
Johnson, Irene J., Econ. Dev. Mgr.
Otter Tail Power Co.
P.O. Box 2220, 58402
701/252-0540
McDonald, Steward, Dir.
Jamestown Area Bus. & Ind. Div.
P.O. Box 1530, 58401
701/252-4830

SOUTH DAKOTA

STATE INFORMATION:

Financial assistance to industry:

- No corporate tax
- No personal income tax
- No personal property tax
- No business inventory tax
- Bonds for buildings & equipment
- Bonds for pollution control
- Aid for job training
- Local property tax abatements
- Loan packaging assistance

Tax rates:

Corporate income tax	none
Personal income tax	none
Sales tax	4% (2% local option)
Incorporation tax	graduated from $40 for $25,000 or less capitol stock to $500 if capital stock is over $4.5 million but not over $5 million. $40 for each additional $500,000. Max. tax: $16,000
Franchise tax	$10
Inventory tax	none
Gasoline tax	$.13/gal.

Advanced education facilities:

Four-year colleges & universities	12
Two-year or junior colleges	1
Vocational & business schools	4

Medical facilities:

Hospitals	58
Clinics	80 (approx.)

Labor analysis:

Civilian labor force	363,700 (7/86)
High school graduates	8,949

For additional labor market information, contact Labor Market Info. Center, P.O. Box 1730, Aberdeen, SD 57401, 605/622-2314

Environment controls:

Air & water pollution: Jim Nelson, Div. Dir., Dept. of Water & Natural Resources, 523 E. Capitol, Pierre, SD 57501, 605/773-3351

POPULATION:

Cities over 25,000

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
SOUTH DAKOTA	690.2	721.1
Aberdeen	26.0	NA
Rapid City	46.5	54.6
Sioux Falls	81.3	95.7

Metropolitan Statistical Area (MSA)

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
Rapid City	70.1	77.3
Sioux Falls	109.4	125.2

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment-Thousands	Weekly Hours	Hourly Earnings $
SOUTH DAKOTA		
30.0	42.4	7.87
Sioux Falls		
8.6	45.4	7.95

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
SOUTH DAKOTA		
349.1	13.6	3.9
Rapid City		
38.7	1.9	4.
Sioux Falls		
69.3	2.1	3.1

*preliminary figures

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
9.4	NA	NA
MANUFACTURING		
27.4	41.8	7.44
DURABLE GOODS		
15.1	41.5	7.33
Fabricted metals, machinery-SIC 34		
9.3	NA	NA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	5	350
Portland	700	35,900
Clays (excl. bentonite)	109	323
Feldspar	W	W
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	378,371	139,619
Sand & gravel (construction)	6,000	14,000
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	73	396
Stone (crushed)	3,600	12,600
Combined value of beryllium, clays (bentonite), lime, mica (scrap), stone (dimension), and value indicated by symbol W		32,345
Total 1986 (preliminary)		235,827

* thousand short tons except as noted
w withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Aberdeen 1, 7
Rapid City 3-6, 9, 10
Sioux Falls 1, 2, 5, 6, 8, 9

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System

Airlines

3. Continental
4. Continental Express-Rocky Mountain Airways
5. Delta
6. Northwest
7. Northwest Airlink
8. TWA
9. United
10. United Express-Aspen Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Aberdeen — 5eg
Rapid City — 1e, 3g
Sioux Falls — 4e, 6e, 2g

1. Black Hills Corp.
   625 9th St., Box 1400, Rapid City 57709
2. Minnegasco Inc.
   201 S. 7th St., Minneapolis, MN 55402
3. Montana-Dakota Utilities Co.
   (MDU Resources Group, Inc.)
   400 N. 4th St., Bismarck, ND 58501
4. Northern States Power Co. (Minn)
   414 Nicollet Mall, Minneapolis, MN 55401
   NSPC — Sioux Falls Div.
   500 W. Russell, Sioux Falls 57104
5. Northwestern Public Service Co.,
   Northwestern Nat'l. Bank Bldg., 3rd St. & Dakota Ave., S., Huron 57350
6. Sioux Falls Mun. Lt. & Pwr. Dept.
   2000 N. Minnesota Ave., Sioux Falls 57104

Utilities serving cities under 25,000:

East River Elec. Power Co-op, Inc.
Robert Feragen, Gen. Mgr.
Lock Drawer E, Madison 57042
605/256-4536

Heartland Consumers Power Dist.
Wendell J. Garwood, Gen. Mgr.
P.O. Box 248, Madison 57042
605/256-6536

Rushmore Elec. Power Co-op, Inc.
Harvey K. Malon, Mgr.
P.O. Box 2414, Rapid City 57709
605/342-4759

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Aberdeen	8	72	8570	589
Rapid City	21	73	7301	667
Sioux Falls	12	74	7885	749

DEVELOPMENT COUNSELORS:

State Development Agency

Turbiville, Charles M.
Coordinator Nat'l/Int'l Mktg.
S.D. Governor's Off. of Econ. Dev.
Capitol Lake Plaza
Pierre, SD 57501
605/773-5032

Areas & Others

Huron
Tucker, William V., Pres.
Gtr. Huron Dev. Corp.
15 Fourth St., S.W., 57350
605/352-8775

Pierre
Potter, Dennis W., Dir.
Pierre Econ. Dev. Corp.
P.O. Box 548
300 S. Highland, 57501
605/224-6610

Rapid City
Shelton, Wesley D., Dir.
Rapid City Area Econ. Dev.
P.O. Box 747, 57709
605/343-1880

Sioux Falls
Haunje, Roger A., Pres.
Sioux Falls Dev. Fdtn.
131 E. Tenth St., 57102
605/339-0103

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Regional Review

Following are summaries of some of the events affecting site location in each of the West South Central states in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Arkansas. New job growth in the state in 1987 was 7.4%, the second-highest rate in the country. This growth can be attributed to a decreasing economic reliance by the state on agriculture, matched by an increase in service-, trade-, and government-sector growth.

Education reform is an important issue in Arkansas. There has been a $150-million increase in education funding since 1983, when a 1% sales tax was imposed. In 1986 the state's high-school graduation rate was 78%, which was the 15th highest in the nation.

Inc. magazine rated Arkansas 37th nationwide in its "Annual Report on the States." While the rate for job growth from 1983 to 1987 was high—14.88%—the number of new businesses established in that period was low—768—and its percent of fast-growth companies—1.82%—was below the national average of 2.40% for those four years.

Louisiana. In 1987, Louisiana continued to feel the adverse effects of the world-wide oil glut and the resulting low oil prices. However, toward the end of the year, employment began to rise in the oil- and gas-exploration sector, and economists were forecasting a gradual improvement in the economy in 1988 and 1989. The gubernatorial election in 1987 focused attention on education, tax reform, and business-assistance programs required to speed up diversification of the state's economy.

Legislation in the state last year in-

OKLAHOMA
TEXAS
ARKANSAS
LOUISIANA
POPULATION KEY
◉ Over 500,000
● 250,000 to 500,000
● 100,000 to 250,000
⦶ 50,000 to 100,000
○ 25,000 to 50,000
★ State Capital
Richardson
Farmers Branch
Hurst
Irving
Garland
Haltom City
Fort Worth
Dallas
Arlington
Grand Prairie
Mesquite
TEXAS
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Kenner
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Marrero
0 Miles 10
TEXAS
Houston
Baytown
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cluded erosion of the "deep-pockets" provisions of the liability laws, revisions to the workers' compensation law aimed at controlling medical costs, and a 7% cut in unemployment compensation benefits.

Additional state activities affecting development in 1987 included the signing of business initiatives with Japan, Korea, and the Republic of China, and additional funding for state advertising and international trade development.

Corporations expanding in Louisiana last year included Avondale Industries, which provided employment for 1,400 in Jefferson; and Bollinger Machine, which provided jobs for 300 in LaFourch. Fraymaster Corp. moved a new facility to Caddo and employed 296; and Louisiana Delta Catfish increased employment in Franklin by 250 with its new facility.

Oklahoma. Like the other West South Central states, Oklahoma has been hurt by the slump in the oil and agricultural markets. To prevent revenue shortfalls, the state legislature recently imposed some new taxes. Among them was a rise in the sales and use tax from 3.25% to 4%, a $.06 increase in gasoline tax, a $.03 increase in diesel fuel tax, and a $.05 increase in per-pack cigarette taxes.

From all indications, fiscal 1988—which started July 1, 1987—is showing signs of improvement over fiscal 1987. There is a surplus expected in the general-fund budget and anticipation that revenue gains will allow Oklahoma to establish its first-ever rainy-day fund. These encouraging predictions are based in part on tax-increase revenues, and in part on increased cattle prices—cattle being the state's largest agricultural commodity.

Texas. Jack Alexander, business development analyst at the Texas Department of Commerce, says, "Although Texas has received a lot of press about high unemployment and the state being in a recession, we have had one of our best years in attracting new industries." He goes on to say, "Our institutions of higher education, our outstanding labor force, and our quality of life have been helpful in diversifying our economic base."

One of the new industries Texas attracted recently was Sematech, a computer-chip research consortium owned by 14 chip manufacturers. More than 100 communities from 34 states were vying for the facility—which represents 800 high-paying jobs and a $250-million annual operating budget—and Austin captured it.

Other new or expanding businesses in the state last year included a U.S. Department of the Treasury currency-production facility, which opened in Fort Worth and created 1,200 jobs. Texas Instruments opened a defense electronics facility in Denton and created 1,000 to 1,500 jobs. J.C. Penney opened its corporate headquarters in Plano and created 2,500 jobs. And Electrospace, an aircraft-modifications plant, announced it will be expanding over the next four years, increasing its employment to over 1,000 from 400.

Legislation passed in 1987 included the creation of the new Texas Department of Commerce, new enterprise-zone legislation, and an increase in state sales tax to 6%. ☐

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Bonds for pollution control
- Bonds for buildings, land, & equip.
- State guarantee for $2 million in bonds
- Aid for job training
- Free port law
- Foreign Trade Zone on Arkansas River
- Enterprise zones
- Investment tax credits

Tax rates:

Corporate income tax .... 1%-6% over $25,000 net

Personal income tax .... 1%-7% over $25,000

Sales tax 4%
exemptions for mfg. equipment

Franchise & incorp. tax .... 0.27% of portion of par-value outstanding capital stock that the value of its real & personal prop. in AR bears to the total value of all real & personal prop. of the corp. Not less than $50 and not more than $1,075,000.

Inventory tax ... $5.80 per $1000 market value

Gasoline tax .... $.135/gal.

Advanced education facilities:

Four-year colleges & universities	20
Two-year or junior colleges	12
Vocational & business schools	33

Medical facilities:

Hospitals	125 all inclusive
Clinics	NA

Labor analysis:

Civilian labor force	1,073,000 (1986)
High school graduates (1986-87)	27,101

For additional labor market information, contact Employ. Security Div., ESD Bldg., Capitol Mall, Little Rock, AR 72201, 501/371-2121

Environment controls:

Air pollution: Wilson Tolefree, Air Div. Chief, Dept. of Pollution Control & Ecology, 8001 National Dr., Little Rock, AR 72209, 501/562-7444

Water pollution: James Shell, Water Div. Chief, (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
ARKANSAS	2,285.5	2,404.8
El Dorado	26.7	NA
Fayetteville	36.6	39.9
Fort Smith	71.4	75.0
Hot Springs	35.2	NA
Jacksonville	27.6	29.0
Jonesboro	31.5	NA
Little Rock	158.5	184.5
North Little Rock	64.4	66.2
Pine Bluff	56.6	69.0
Springdale	23.5	25.9
Texarkana*	52.8	56.6
West Memphis	28.1	27.8

* Texarkana is a two-state city. Total includes both Ark. and Tex.

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Fayetteville-Springdale	99.7	107.1
Fort Smith, AR/OK	162.5	180.0
Little Rock-North Little Rock	474.0	508.9
Memphis, TN/AR/MS	912.9	956.6
Pine Bluff	90.7	89.9
Texarkana, TX/AR	113.1	121.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ARKANSAS	224.2	41.1	7.92
Fayetteville-Springdale	11.4	42.3	7.31
Fort Smith	26.7	39.7	8.34
Little Rock-North Little Rock	32.7	41.9	8.34
Pine Bluff	6.7	43.7	10.26

*preliminary figures for production workers

Water for sale:

265 million gallons a day.

FRESH. NO INDUSTRIAL CONTAMINATION.

An abundant supply of fresh water flows daily from Lake Millwood to a major industry and to municipalities in Southwest Arkansas. The lake is fed by three major free-flowing rivers whose terrain and geological composition help deliver enormous quantities of excellent, fresh and uncontaminated water.

The water has an extremely low biological oxygen demand, low color content, a neutral pH factor, and is graded excellent for industrial needs.

LOW CHEMICAL CONTENT. NO HEAVY METALS.

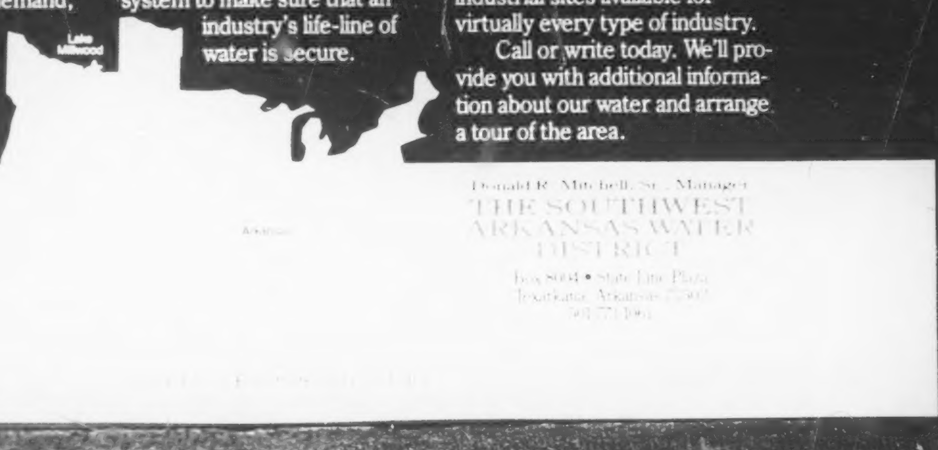
265 million gallons a day of this remarkable water are available now for your industrial needs.

In addition to guaranteeing long-term delivery of this water, the Southwest Arkansas Water District constantly maintains a twelve to twenty-four hour emergency water supply. Plus, their pumping stations have an emergency back-up generator system to make sure that an industry's life-line of water is secure.

LOW SALINE CONTENT. GRADED EXCELLENT.

Southwest Arkansas also has the other resources that make a favorable climate for industry: a dependable and productive labor force, a superb transportation system, a healthy environment for employees, a central geographic location, supportive state and local governments, pro-business tax policies, an outstanding Vo-Tech educational system, and industrial sites available for virtually every type of industry.

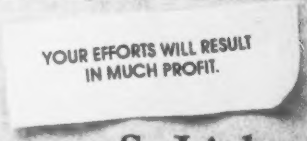
Call or write today. We'll provide you with additional information about our water and arrange a tour of the area.



Donald R. Mitchell, Sr., Manager
THE SOUTHWEST ARKANSAS WATER DISTRICT
Box 8004 • State Line Plaza
Texarkana, Arkansas [illegible]
501 773-1961

IT MAY BE WELL TO CONSULT OTHERS
BEFORE MAKING NEXT MOVE.

It's true. Consulting with the Arkansas Power & Light Economic Development Office about the many advantages and benefits of locating or expanding your business in Arkansas and southeast Missouri could well be the key to the good fortune you seek. Call David Eldridge at (501) 377-4440. Or just circle the number on the Brochure Service Card in this magazine. We'll help you see into the future.


YOUR EFFORTS WILL RESULT
IN MUCH PROFIT.

Arkansas Power & Light

Circle 62 on Brochure Service Card

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ARKANSAS	1,122.5	81.3	7.2
Fayetteville-Springdale	59.8	2.3	3.8
Fort Smith	90.8	5.3	5.8
Little Rock-North Little Rock	263.1	17.3	8.1
Pine Bluff	37.6	3.1	8.1

*preliminary figures

Area Wage Survey

Average straight-time hourly earnings

	Memphis, TN/AR/MS 11/86
Office, professional & technical	
Payroll clerks	$ 7.65
Accounting clerks	7.14
File clerks	5.05
Typists	6.77
Key entry operators	6.40
Secretaries	8.81
Stenographers	NA
Switchbd opr-recept's	5.81
Word processors	8.43
Drafters	9.95
Electronics technicians	13.29
Computer operators	8.58
Computer programmers	11.05
Computer systems analysts	15.75
Maintenance & powerplant	
Carpenters	NA
Electricians	13.30
Engineers, stationary	13.39
Machinists	12.45
Mechanics (machinery)	12.29
Tool & die makers	11.69
Custodial & material movement	
Guards & watchmen	4.22
Janitors, porters & cleaners	3.88
Laborers, mat'l handling	8.46
Shippers & receivers	7.82
Truckdrivers	8.38
Forklift operators	8.50

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	36.1	NA	NA
MANUFACTURING	210.2	40.2	7.57
DURABLE GOODS	113.7	40.6	7.69
Lumber & wood prods.-SIC 24	19.5	41.2	7.05
Furniture & fixtures-SIC 25	9.3	37.7	6.66
Stone, clay, & glass-SIC 32	4.8	43.6	8.07
Primary metal industries-SIC 33	7.7	41.5	8.66
Fabricated metal products-SIC 34	15.7	42.0	7.85
Machinery, except electrical-SIC 35	16.8	41.0	8.23
Electrical & electronic equip.-SIC 36	23.4	39.9	8.00
Transportation equipment-SIC 37	8.4	40.8	7.79
Instruments & misc. mfg.-SIC 38	8.1	38.6	6.92

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airport shown in parentheses.

El Dorado 5, 11
Fayetteville 1, 7, 9, 10, 13, 15
Fort Smith 1, 2, 5, 7, 9, 13, 15
Hot Springs 5, 11
Jacksonville 5 (Little Rock)
Jonesboro 1, 4, 5, 11
Little Rock 3-6, 8, 10, 12, 14, 16, 17
North Little Rock 4, 5 (Little Rock)
Pine Bluff 3-5 (Little Rock)
Texarkana 2, 4, 5, 7, 9, 11
West Memphis 1, 4, 5 (Memphis, TN)

Railroads

1. Burlington Northern R.R. Co.
2. Kansas City Southern Railway Co.
3. Norfolk Southern Corp.
4. St. Louis Southwestern Railway Co.
5. Union Pacific Railroad

Airlines

6. American
7. American Eagle
8. Delta
9. Delta Connection-Atlantic Southeast
10. Eastern Express-Air Midwest
11. Exec Express
12. Northwest
13. Northwest Airlink
14. Southwest Airlines
15. Trans World Express-Air Midwest
16. TWA
17. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

El Dorado — 0g, 2e
Fayetteville — 7e, 3g
Fort Smith — 6e, 1g
Hot Springs — 0g, 2e
Jacksonville — 0g, 2e
Jonesboro — 0g, 4e
Little Rock — 0g, 2e
North Little Rock — 0g, 5e
Pine Bluff — 0g, 2e
Texarkana — 0g, 7e
West Memphis — 0g, 8e

0. Arkansas Louisiana Gas Co., P.O. Box 751, 400 E. Capital, Little Rock, 72203
1. Arkansas Oklahoma Gas Corp.
   115 N. 12th St., Fort Smith 72901
2. Arkansas Power & Light Co.
   P.O. Box 551, Little Rock 72203
3. Arkansas Western Gas Co.
   1001 Sain St., Fayetteville 72701
4. Jonesboro Water & Lt. Plant
   400 E. Monroe, Box 1289, Jonesboro 72401
5. North Little Rock Electric Dept.
   800 Main, Box 159, North Little Rock 72115
6. Oklahoma Gas & Electric Co.
   321 N. Harvey Ave., Oklahoma City, OK 73102
7. Southwestern Electric Power Co.
   428 Travis St., Box 21106
   Shreveport, LA 71156
8. West Memphis Utility Dept.
   604 E. Cooper, Box 1868, West Memphis 72301

Utility serving cities under 25,000:

Arkansas Elec. Co-op Corp.
Carl S. Whillock, Mgr.
P.O. Box 9469, Little Rock 72219
501/562-0220

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,050	10,170
Gem stones	NA	W
Sand & gravel:		
Construction	10,000	31,400
Industrial	400	4,100
Stone:		
Crushed	15,400	61,100
Dimension	5	305
Combined value of abrasives, bauxite, bromine, cement, gypsum, lime, talc and pyrophyllite, tripoli (1986), and values indicated by symbol W		174,683
Total 1986 (preliminary)		281,760

* thousand short tons
w withheld to avoid disclosing company proprietary data.

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
El Dorado	43	82	2755	2109
Fayetteville	35	78	4174	1366
Fort Smith	38	82	3477	1969
Hot Springs	41	82	2932	2147
Jonesboro	38	82	3521	1946
Little Rock	40	82	3152	2045
Pine Bluff	43	83	2729	2272

DEVELOPMENT COUNSELORS:

State Development Agency

Harrington, A. David, Exec. Dir.
Arkansas Ind. Dev. Cmsn.
One State Capitol Mall
Little Rock, 72201
501/371-2052

Areas & Others

Benton
Marshall, Robert W., Exec. V.P.
Saline Cty. Chamber of Comm.
607 N. Market St., 72051
501/778-8272

Helena

Gatling, John W., Exec. V.P.
Arkansas Delta Dev.
P.O. Box 407, 72342
501/338-6444

Hope

Baker, Ivan
Hempstead County EDC
P.O. Box 971, 71801
800/338-1384

Little Rock

Eldridge, David, Mgr., Econ. Dev.
Ark. Power & Light Co.
P.O. Box 551, 72203
501/377-4440

Fleming, O. Nolan, C.I.D.
Econ. & Ind. Dev. Dir.
Gtr. Little Rock Chamber of Comm.
1 Spring St., 72201-2486
501/374-4871

Faucett, Ernest, Mgr.
Arkansas Electric Coop. Corp.
8000 Scott Hamilton Dr. &
P.O. Box 9469, 72209
501/562-0220

Robinson, Jay M., Dir.
Glenn, Steve
ARKLA Gas
400 E. Capitol Ave,
P.O. Box 751, 72203
501/377-4709

Pine Bluffs

Berry, Jim, C.I.D., Pres.
Gtr. Pine Bluff AR Cham. of Comm.
P.O. Box 5069, 71611
501/535-0110

Texarkana

Mitchell, Donald, Sr., Mgr.
S.W. Arkansas Water District
Box 8004, State Line Plz., 75502
501/773-1061

STATE INFORMATION:

Financial assistance to industry:
- Tax exemptions
- Restoration tax abatement
- Bonds for buildings, land, & equip.
- Bonds for pollution control
- Free pre-employment training
- Energy conservation
- Enterprise zones

Tax rates:

Corporate income tax	4%-7%

8% after $200,000 of La. earnings. Federal income tax is deductible for calculating state income tax, therefore cutting effective state tax rate by one half.

Personal income tax	2%-6%
Sales tax	4%
Franchise and incorp. tax	$1.50/M
Inventory tax of fair share market value	15%
Gasoline tax	$.16/gal.

Advanced education facilities:

Four-year colleges & universities	28
Two-year or junior colleges	6
Vocational & technical schools	47

Medical facilities:

Hospitals	185
Clinics	NA

Labor analysis:

Civilian labor force	1,994,500 (10/87)
High school graduates	46,833

For additional labor market information, contact Dept. of Employ. Security, Employ. Security Bldg., 1001 N. 23rd St., P.O. Box 44094, Capitol Station, Baton Rouge, LA 70804, 504/342-3111

Environment controls:

Secretary, Dept. of Environ. Quality, P.O. Box 44066, Baton Rouge, LA 70804, 504/342-1265

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
LOUISIANA	4,204.0	4,547.0
Alexandria	51.6	54.1
Baton Rouge	220.0	249.1
Bossier City	50.0	58.1
Houma	32.6	34.0
Kenner	66.4	73.4
Lafayette	82.0	94.7
Lake Charles	75.0	76.4
Monroe	57.6	57.0
New Iberia	32.7	NA
New Orleans	557.5	565.0
Shreveport	206.0	223.3
Slidell	27.0	36.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Alexandria	135.3	143.2
Baton Rouge	494.0	557.1
Houma-Thibodaux	176.9	190.8
Lafayette	190.2	218.7
Lake Charles	167.0	176.8
Monroe	139.2	145.8
New Orleans	1,256.0	1,347.5
Shreveport	333.0	368.9

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
LOUISIANA	171.1	42.2	10.75
Baton Rouge	19.2	43.1	12.39
New Orleans	42.6	40.4	10.50
Shreveport	18.0	38.0	11.41

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
LOUISIANA	1,993.6	202.1	10.1
Alexandria	63.1	5.2	8.3
Baton Rouge	270.7	23.2	8.6
Houma-Thibodaux	72.9	8.8	12.1

The Sweetest Part of
Louisiana
"and getting sweeter all the time"

ASSUMPTION
ST. MARY
TERREBONNE
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Not only for its acres of sugar cane — but for miles of barge navigable waters — the Intercoastal Waterway — four fine ports — dozens of prime industrial sites — hundreds of available productive workers —all this in a happy lifestyle.

South Louisiana Economic Council
P.O. Box 2048 • (504) 448-4485 • Thibodaux, LA 70310
John W. Foltz, Director

Circle 63 on Brochure Service Card

Lafayette		
103.2	10.6	10.3
Lake Charles		
78.3	9.2	11.7
Monroe		
71.6	6.2	8.6
New Orleans		
609.6	55.4	9.1
Shreveport		
167.3	16.2	9.7

*preliminary figures

Industrial Mix (1985)

Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION		
105.9	NA	NA
MANUFACTURING		
178.3	41.7	10.43
DURABLE GOODS		
81.8	41.3	9.58
Lumber & wood prods.-SIC 24		
13.0	40.0	7.60
Furniture & fixtures-SIC 25		
0.7	NA	NA
Stone, clay, & glass prods.-SIC 32		
7.1	40.1	8.98
Primary metal industries-SIC 33		
3.5	NA	NA
Fabricated metal products-SIC 34		
13.4	44.7	9.48
Machinery, except electrical-SIC 35		
10.1	41.5	9.81
Electrical & electronic equip.-SIC 36		
10.2	40.2	10.88
Transportation equipment-SIC 37		
21.1	40.4	11.0

Area Wage Survey

Average straight-time hourly earnings

	New Orleans 10/86
Office, professional, & technical	
Payroll clerks	$ 7.87
Accounting clerks	7.45
File clerks	4.97
Typists	6.14
Key entry operators	6.72
Secretaries	9.19
Stenographers	9.59
Switchbd opr-receptionists	6.22
Word processors	7.74
Drafters	10.89
Electronics technicians	13.93
Computer operators	8.47
Computer programmers	14.19
Computer systems analysts	15.84
Maintenance & powerplant	
Carpenters	11.49
Electricians	13.24
Engineers, stationary	13.19
Machinists	14.22
Mechanics (machinery)	13.20
Custodial & material movement	
Guards	4.28
Janitors, porters & cleaners	4.10
Laborers, material handling	6.03
Shippers & receivers	7.64
Truckdrivers	8.67
Forklift operators	8.42

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alexandria 4, 8, 9, 11, 15, 17, 22, 24
Baton Rouge 3, 4, 9, 10, 13, 16, 21, 24
Bossier City 4, 5, 7, 8 (Shreveport)
Houma 8 (New Orleans)
Kenner 3, 4 (New Orleans)
Lafayette 8, 11, 13, 15, 24
Lake Charles 4, 8, 9, 11, 15, 24
Monroe 1, 3, 5, 9, 11, 16, 22, 24
New Iberia 8 (Lafayette)
New Orleans 2-4, 6, 8-10, 12-14, 16, 18-21, 23-31
Shreveport 3-5, 7-11, 13, 15, 16, 21, 24
Slidell 3 (New Orleans)

Railroads

1. Arkansas & Louisiana Missouri Rwy.
2. CSX Transportation, Inc.
3. Illinois Central Gulf R.R. Co.
4. Kansas City Southern Railway Co.
5. Midsouth Rail Corp.
6. Norfolk Southern Corp.
7. St. Louis Southwestern Co.
8. Southern Pacific Transportation Co.
9. Union Pacific Railroad

Airlines

10. American
11. American Eagle

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The Port of Iberia, centered in the heart of Cajun Country, can offer your business a high concentration of skilled workers, services for all your transportation needs, tax incentives, large acreage tracts available from Sterling Sugars, Inc., and the most diverse and abundant natural resources in the world. The Port of Iberia - It's Cajun Hot!

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John J. Oubre
Executive Director
P. O. Box 9986
New Iberia, LA 70562-9986
(318) 364-1065

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15. Continental Express-Briti South
16. Delta
17. Delta Connection-Atlantic Southeast
18. Eastern
19. Lacsa
20. Midway Airlines, Inc.
21. Northwest
22. Northwest Airlink
23. Piedmont
24. Royale Airlines
25. Sahsa
26. Southern Express
27. Southwest Airlines
28. Taca S.A.
29. TWA
30. United
31. USAir

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul	Heating	Cooling
Alexandria	48	83	1961	2521
Baton Rouge	51	82	1673	2605
Houma	54	82	1315	2755
Lafayette	52	82	1560	267[illegible]
Lake Charles	52	82	1579	2682
Monroe	45	82	2404	2340
Shreveport	46	83	2269	2444

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	644	8,649
Gem stones	NA	W
Lime	136	7,269
Salt	13,195	113,728
Sand & gravel:		
Construction	16,700	52,600
Industrial	270	4,300
Stone (crushed)	5,400	17,500
Sulfur — thou. metric tons (Frasch)	1,489	W
Combined value of cement (masonry 1985, portland 1985-6), gypsum, lime, and value indicated by symbol W		229,232
Total 1986 (preliminary)		433,278

* thousand short tons except as noted

W withheld to avoid disclosing company proprietary data

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alexandria — 2e, 1g, 10g
Baton Rouge — 6e, 4g, 9g
Bossier City — 2Ag, 14e
Houma — 7eg, 13g
Kenner — 11e, 9g
Lafayette — 8e, 10g, 15g
Lake Charles — 6e, 5g
Monroe — 11e, 9g, 15g
New Iberia — 3e, 5g
New Orleans — 11e, 12eg, 9g
Shreveport — 2Ag, 14e
Slidell City — 3e, 9g

1. Alexandria Gas Dept.
   911 Casson St., Alexandria 71301
2. Alexandria Util. Div.
   City Hall, P.O. Box 71, Alexandria 71301
2A. Arkansas Louisiana Gas Co.,
   Transcontinental Towers, 330 Marshall St., P.O. Box 21734, Shreveport, 71151
3. Central Louisiana Electric Co., Inc.
   2030 Donahue Ferry Rd., Pineville 71360-5226
4. Denham Springs, 941 Government Dr., Denham Springs 70726
5. Entex Inc.
   P.O. Box 2628, Houston, TX 77001
6. Gulf States Utilities Co.
   350 Pine St., Box 2951, Beaumont, TX 77704
7. Houma Municipal Gas System, Light & Water, City Hall,
   Box 6097, Houma 70360
8. Lafayette Utilities System
   Box 4017-C, Lafayette 70502
9. Louisiana Gas Service Co.
   P.O. Box 433, Harvey 70059
10. Louisiana Intrastate Gas Corp.
   P.O. Box 1352, Alexandria 71301
11. Louisiana Power & Light Co.
   142 Delaronde St., New Orleans 70114
12. New Orleans Public Service, Inc.
   317 Baronne St., New Orleans 70160
13. Oceana Heights Gas Co.
   302 Schriever Hwy., Thibodaux 70301
14. Southwestern Electric Power Co.
   428 Travis St., Box 21106, Shreveport 71156
15. Trans Louisiana Gas Co.
   201 Rue Iberville, Lafayette 70508

Utility serving cities under 25,000:

Cajun Elec. Power Co-op
David Lee Mohre, Gen. Mgr.
P.O. Box 15540, Baton Rouge 70895
504/291-3060

DEVELOPMENT COUNSELORS:

State Development Agency

Goodman, Nadia
Dir., Policy & Planning
P.O. Box 94185
Baton Rouge, 70804-9185
504/342-5361

Areas & Others

Baton Rouge
Little, William B., Pres. & C.E.O.
Gtr. Baton Rouge Chamber of Comm.
P.O. Box 3217, 70821
504/381-7125

Lafayette
Mouton, Allen, Exec. V.P.
Lafayette Econ. Dev. Auth.
P.O. Drawer 51439, 70505-1439
318/234-2986
Thomas, Ralph U., Exec. Dir.
Gtr. Lafayette Chamber of Comm.
P.O. Drawer 51307, 70505
318/233-2705

Laplace
Clemments, Richard J., Exec. Dir.
S. Louisiana Port Comm.
152 Belle Terre Blvd.
P.O. Box 909, 70069-0909
504/568-6269

New Iberia
Oubre, John J., Exec Dir.
Port of Iberia
P.O. Box 9986, 70562-9986
318/364-1065

New Orleans
Bistes, II, Joseph M., Dir., Mktg.
Almonaster-McCloud Ind. Distr.
P.O. Box 29300, 70129
504/254-2227
O'Hare, Michael, Mgr.
Area & Industrial Dev.
Louisiana Power & Light Co.
P.O. Box 6008, 70174
504/363-8801

Shreveport
Baremore, Neal, Dir.
Southwestern Electric Power
P.O. Box 21106, 71156
318/222-2141

Thibodaux
Foltz, John, Dir.
S. Louisiana Econ. Council
P. O. Box 2048, 70310
504/448-4485

STATE INFORMATION:

Financial assistance to industry:
- Bonds for pollution control
- Industrial revenue bonds
- Texas Rural Industrial Dev. Act

Tax rates:

Corporate income tax	NA
Personal income tax	NA
Personal property tax	varies
Sales tax	6% plus applicable local rates
Incorporation tax	NA
Franchise tax	$6.70/m
Inventory tax	varies
Gasoline tax	$.15/gal.

Advanced education facilities:

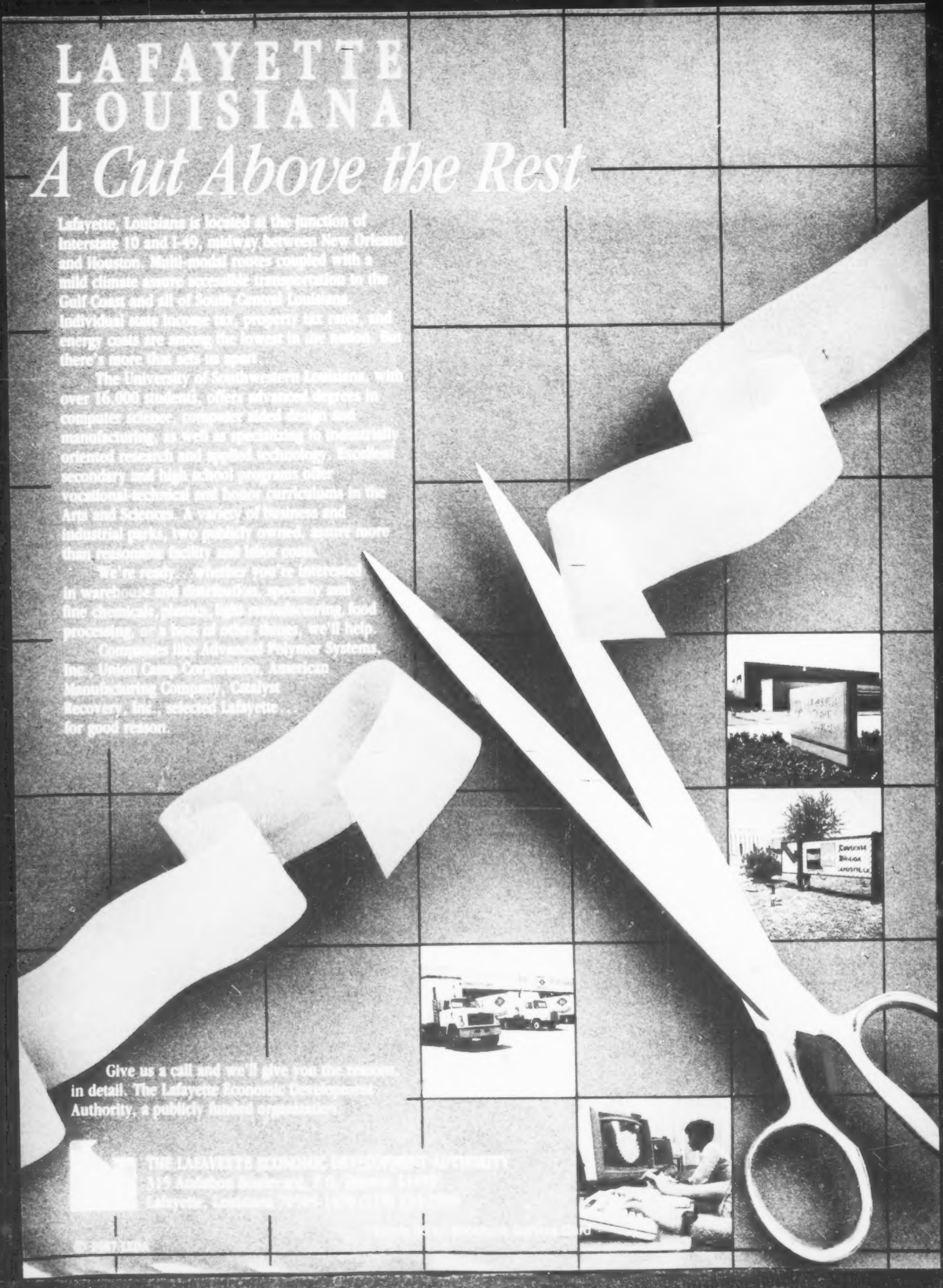
Institutes of higher education (incorporates public, private, and jr. and sr. colleges and universities)	141
Vocational & business schools	500

Medical facilities:

Hospitals	563
Clinics	NA

Labor analysis:

Civilian labor force	8,264,300 (1987 avg.)



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LOUISIANA

A Cut Above the Rest

Lafayette, Louisiana is located at the junction of Interstate 10 and I-49, midway between New Orleans and Houston. Multi-modal routes coupled with a mild climate assure accessible transportation to the Gulf Coast and all of South Central Louisiana. Individual state income tax, property tax rates, and energy costs are among the lowest in the nation. But there's more that sets us apart.

The University of Southwestern Louisiana, with over 16,000 students, offers advanced degrees in computer science, computer aided design and manufacturing, as well as specializing in industrially oriented research and applied technology. Excellent secondary and high school programs offer vocational-technical and honor curriculums in the Arts and Sciences. A variety of business and industrial parks, two publicly owned, assure more than reasonable facility and labor costs.

We're ready... whether you're interested in warehouse and distribution, specialty and fine chemicals, plastics, light manufacturing, food processing, or a host of other things, we'll help.

Companies like Advanced Polymer Systems, Inc., Union Camp Corporation, American Manufacturing Company, Catalyst Recovery, Inc., selected Lafayette... for good reason.

Give us a call and we'll give you the reasons in detail. The Lafayette Economic Development Authority, a publicly funded organization.

THE LAFAYETTE ECONOMIC DEVELOPMENT AUTHORITY
315 [illegible]
Lafayette, Louisiana [illegible]

[illegible] Reader Service Card

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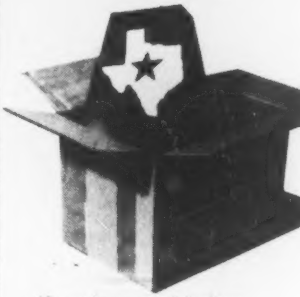
PACKAGE
DEAL



If you're considering expanding your company, Abilene has it all together in one simple, tidy package.

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- Non Union Atmosphere
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- 11 Available Industrial Buildings
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- 2 Universities; 1 College

ABILENE

For Additional Information Contact
Gary Vest
ABILENE
INDUSTRIAL FOUNDATION, INC.
P.O. Box 2281 Abilene, Texas 79606
(915) 677-7241

Circle 66 on Brochure Service Card

High-school grads.... 172,099 (1981-82)
For additional labor market information, contact Employ. Commission, TEC Bldg., 12th & Trinity, Austin, TX 78778, 512/463-2222

Environment controls:

Air pollution: Allen Eli Bell, Exec. Dir., Air Control Bd., 6330 Highway 290 E., Austin, 78723, 512/451-5711

Water pollution: Larry Soward, Exec. Dir., Texas Water Commission, Stephen F. Austin Bldg., Austin 78711, 512/463-7791

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1987
TEXAS	14,228.4	16,738.1
Abilene	98.3	111.9
Amarillo	149.2	163.7
Arlington	160.1	232.9
Austin	345.5	460.4
Baytown	56.9	60.6
Beaumont	118.1	123.3
Brownsville	85.0	100.0
Bryan	44.3	60.9
Carrollton	40.6	56.6
College Station	37.3	50.5
Corpus Christi	232.0	268.0
Dallas	904.1	1,019.9
Del Rio	30.0	NA
Denison	23.9	25.0
Denton	48.1	55.4
Duncanville	27.8	NA
Edinburg	24.1	32.2
El Paso	425.3	486.3
Fort Worth	385.1	447.4
Galveston	61.9	63.7
Garland	138.9	169.1
Grand Prairie	71.5	91.3
Haltom City	29.0	NA
Harlingen	43.5	54.4
Houston	1,594.1	1,744.8
Hurst	31.4	NA
Irving	109.9	130.2
Killeen	46.3	59.6
Kingsville	28.8	NA
Laredo	91.4	110.5
Longview	62.8	75.0
Lubbock	174.0	180.2
Lufkin	28.6	NA
Marshall	25.0	24.8
McAllen	67.0	83.4
Mesquite	67.1	81.6
Midland	70.5	103.0
Mission	22.6	30.8
Nacogdoches	27.1	NA
North Richland Hills	30.6	NA
Odessa	90.0	106.2
Paris	25.5	NA
Pasadena	112.6	120.0
Plano	72.3	107.0
Port Arthur	61.2	63.9
Richardson	72.5	81.9
San Angelo	73.2	86.7
San Antonio	785.4	933.7
Sherman	30.4	32.3
Temple	42.5	47.4
Texarkana*	52.8	56.6
Texas City	41.4	44.1
Tyler	70.5	78.2
Victoria	50.7	58.1
Waco	101.3	108.5
Wichita Falls	94.2	99.5

* Texarkana is a two-state city. Total includes both Tex. and Ark.

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1987
Abilene	110.9	123.1
Amarillo	173.7	198.3
Austin	536.5	732.9
Beaumont-Port Arthur	375.5	393.6
*Brazoria	170.0	205.8
Brownsville-Harlingen	209.7	251.7
Bryan-College Station	93.6	120.9
Corpus Christi	326.2	365.6
*Dallas	1,957.0	2,378.0
El Paso	479.9	557.1
*Fort Worth-Arlington	973.0	1,225.8
*Galveston-Texas City	195.9	218.9
*Houston	2,905.4	3,232.2
Killeen-Temple	214.7	243.2
Laredo	99.3	119.8
Longview-Marshall	151.8	171.4
Lubbock	211.7	220.7
*McAllen-Edinburg-Mission	283.2	360.8
Midland	82.6	114.8
Odessa	115.4	136.8
San Angelo	84.8	98.4
San Antonio	1,072.0	1,251.2
Sherman-Denison	89.8	97.9
Texarkana, TX/AR	113.1	121.6
Tyler	128.4	156.2
Victoria	68.8	78.2
Waco	170.8	190.7
Wichita Falls	121.1	126.8

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
TEXAS	974.1	41.9	9.88
Dallas	222.9	42.1	9.73
Ft. Worth-Arlington	117.9	41.0	10.05
Houston	153.0	43.8	11.26
San Antonio	46.5	40.2	7.68

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
TEXAS	8,409.4	618.2	7.4
Abilene	57.0	4.0	7.0
Amarillo	103.6	5.9	5.7
Austin	443.5	26.1	5.9
Beaumont-Port Arthur	163.0	17.1	10.5
Brazoria	84.0	7.0	8.3
Brownsville-Harlingen	96.2	12.7	13.2
Bryan-College Station	60.2	2.8	4.6

Corpus Christi			
165.6	16.2		9.8
Dallas			
1,453.9	84.9		5.8
El Paso			
237.1	23.5		9.9
Fort Worth-Arlington			
693.6	41.9		6.0
Galveston-Texas City			
108.0	10.5		9.7
Houston			
1,627.1	123.2		7.6
Killeen-Temple			
95.1	7.0		7.4
Laredo			
45.6	5.8		12.8
Longview-Marshall			
80.4	7.3		9.1
Lubbock			
114.6	6.2		5.4
McAllen-Edinburg-Mission			
151.4	25.3		16.7
Midland			
51.8	3.6		7.0
Odessa			
56.7	4.5		7.9
San Angelo			
46.3	2.6		5.6
San Antonio			
614.5	45.0		7.3
Sherman-Denison			
50.7	3.5		6.9
Texarkana			
58.2	4.4		7.5
Tyler			
76.9	5.8		7.6
Victoria			
38.5	2.9		7.4
Waco			
96.4	7.3		7.6
Wichita Falls			
58.0	3.9		6.7

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	447.8	NA	NA
MANUFACTURING	1004.6	41.2	9.41
DURABLE GOODS	592.2	41.6	9.28
Lumber & wood prods.-SIC 24	41.8	38.9	6.68
Furniture & fixtures-SIC 25	17.9	38.6	6.13
Stone, clay, & glass prods.-SIC 32	49.4	44.2	8.62
Primary metal industries-SIC 33	33.7	41.3	10.23
Fabricated metal products-SIC 34	83.1	41.7	8.86
Machinery, except electrical-SIC 35	136.0	41.9	9.58
Electrical & electronic equip.-SIC 36	115.2	41.5	9.81
Transportation equipment-SIC 37	78.9	42.7	12.42
Instruments & related prods.-SIC 38	23.5	39.8	7.98
Misc. mfg. industries-SIC 39	12.7	39.8	6.74

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (D) = Dallas/Ft. Worth.

Abilene 2, 9, 17, 28
Amarillo 1, 2, 16, 24, 27, 42

Area Wage Survey

Average straight-time hourly earnings

	Dallas-FortWorth 12/85	Houston 4/86	San Antonio 7/86	Corpus Christi 7/86
Office, professional, & technical				
Payroll clerks $	8.35	8.99	6.90	7.20
Accounting clerks	7.53	8.34	6.93	6.86
File clerks	5.35	6.21	4.97	NA
Typists	6.29	7.13	5.79	NA
Key entry operators	6.96	7.70	6.15	6.74
Secretaries	9.65	10.68	8.46	8.6[illegible]
Stenographers	10.19	9.81	9.28	NA
Switchbd opr-receptionists	6.68	6.72	5.71	5.76
Word processors	NA	8.96	6.71	NA
Drafters	10.59	12.68	8.84	10.18
Electronics technicians	12.25	12.36	12.78	14.45
Computer operators	8.86	9.74	8.03	7.79
Computer programmers (business)	12.77	14.80	12.55	11.60
Computer systems analysts	16.73	20.29	17.90	NA
Maintenance & powerplant (men)				
Carpenters	11.36	12.91	9.70	NA
Electricians	13.23	14.16	10.03	14.35
Engineers, stationary	12.93	12.40	10.80	NA
Machinists	12.39	13.67	NA	14.85
Mechanics (machinery)	12.49	13.37	10.02	13.91
Tool & die makers	14.17	13.09	NA	NA
Custodial & material movement (men)				
Guards	5.62	5.70	4.06	4.65
Janitors, porters & cleaners	4.99	4.16	4.22	4.08
Laborers, material handling	8.51	6.79	6.15	5.83
Shippers & receivers	8.00	8.22	6.51	NA
Truckdrivers	9.83	9.27	7.24	7.51
Forklift operators	9.83	9.58	7.72	6.91

Farmers Branch

-where life and work opportunities grow together-

Farmers Branch, a thriving North Dallas County city, is located 10 minutes from the north gate of D/FW Airport. Interstate 635, I-35E and the Dallas Tollway traverse the city providing convenient access to any destination point.

Farmers Branch is home to 10 of the top 50 Fortune 500 companies including IBM, Motorola, and McDonnell Douglas.

Twenty-six city parks, beautiful neighborhoods and an excellent school system make this a city where your business and your family will feel welcome.

For further information, contact:

The City of Farmers Branch
Economic Development Dept.
P.O. Box 819010
Farmers Branch, Texas
75381-9010

Circle 5 on Brochure Service Card

Garland's for the Victor

Strategies and tactics are the means of outsmarting your competition, be it on the battlefield or in the marketplace. Selecting a site for your business with the best vantage point is as important to you as Caesar's battleline was to the advancement of Rome.

Locating in Garland is a tactic many companies are finding wise in their move to gain advantage over competitors. Kraft Foods, Teledyne Geotech, Sears, and Combustion Engineering to name a few.

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Garland Economic Development
3960 Broadway, Suite 200
Garland, Texas 75043
(214) 494-7145

Circle 67 on Brochure Service Card

Arlington 5, 9 (D)
Austin 5, 8, 9, 16, 18, 24, 27, 38, 39, 42, 46-48
Baytown 8, 9 (Houston)
Beaumont 1, 4, 7-9, 17, 25, 28
Brownsville 8, 9, (Harlingen)
Bryan 8, 9 (College Station)
Carrollton 2, 5, 7 (D)
College Station 8, 9, 17, 25, 28
Corpus Christi 8, 9, 16, 24, 25, 42
Dallas 1, 2, 4, 5, 7-9, 11, 14-17, 20-22, 24, 27-30, 32, 33, 35-40, 42, 45-48
Del Rio 8, 44
Denton 1, 5, 9 (D)
Duncanville 1 (D)
El Paso 1, 7-9, 16, 18, 24, 27, 33, 42, 47
Fort Worth 1, 2, 5, 7-9 (see Dallas for airlines)
Galveston 1, 2, 5, 8, 9 (Houston)
Garland 1, 5 (D)
Grand Prairie 5, 9 (D)
Haltom City (D)
Harlingen 7-9, 16, 24, 42
Houston 1-3, 5-10, 12, 13, 15, 16, 19, 22-27, 29, 31, 32, 38-43, 46-49
Hurst 2, 5 (D)
Irving 2, 5 (D)
Killeen 1, 17, 28
Kingsville 9 (Corpus Christi)
Laredo 9, 17, 25
Longview 1, 9, 17, 28, 34
Lubbock 1, 2, 16, 18, 27, 42
Lufkin 7, 8 (Houston)
McAllen 8, 9, 24, 44
Mesquite 9 (D)
Midland 9, 16, 18, 24, 28, 42
Nacogdoches 8 (Longview)
North Richland Hills (D)
Odessa 9 (Midland)
Paris 1, 2, 9, 30
Pasadena 1, 2, 5, 8, 9 (Houston)
Plano 7, 8 (D)
Port Arthur 4, 8 (Beaumont)
Richardson 1, 8 (D)
San Angelo 1, 1[illegible], 28
San Antonio 5, 8, 9, 16, 17, 20, 24, 27, 29, 35, 39, 42, 44, 46-48
Sherman 2, 5, 7-9 (D)
Temple 1, 5, 30
Texarkana 4, 7, 9, 17, 28, 30
Texas City 1, 2, 5, 8, 9 (Houston)
Tyler 7, 9, 17, 28, 34
Victoria 7-9, 25
Waco 5, 7-9, 17, 28
Wichita Falls 2, 5, 17, 28

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. CSX Transportation, Inc.
4. Kansas City Southern Railway Co.
5. Missouri-Kansas-Texas R.R. Co.
6. Norfolk Southern Corp.
7. St. Louis Southwestern Railway Co.
8. Southern Pacific Trans. Co.
9. Union Pacific Railroad

Airlines

10. Aeromexico
11. Air Exchange, Inc.
12. Air France
13. Air Link
14. Air New Zealand
15. Alaska Airlines
16. American
17. American Eagle
18. America West
19. Aviateca
20. Braniff
21. Braniff Express-Altus
22. British Caledonian
23. Cayman Airways
24. Continental
25. Continental Express-Britt South
26. Continental Express-Emerald Airlines
27. Delta
28. Delta Connection—Atlantic Southeast
29. Eastern
30. Exec Express
31. KLM
32. Lufthansa
33. Mesa Airlines
34. Metroflight Airlines
35. Mexicana
36. Midway Airlines
37. Midwest Express
38. Northwest
39. Pan American
40. Piedmont
41. Sahsa
42. Southwest Airlines
43. Taca
44. Texas National Airlines
45. Thai Airways Int'l
46. TWA
47. United
48. USAir
49. Viasa

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	8,800	521,100
Masonry	220	18,500
Clays	5,208	34,410
Gem stones	NA	W
Gypsum	2,193	17,104
Lime	1,207	66,775
Salt	6,649	46,657
Sand & gravel:		
Construction	62,600	216,500
Industrial	1,500	21,600
Stone:		
Crushed	85,000	304,700
Dimension	61	15,034
Sulfur (Frasch) — thou. metric tons	2,612	W
Talc & pyrophyllite	289	5,637
Combined value of asphalt (native), fluorspar, helium (crude), helium (grade A), iron ore (usable), magnesium chloride, magnesium compounds, mica (scrap 1985), sodium sulfate (natural), and value indicated by symbol W		395,225
Total 1986 (preliminary)		1,663,242

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Abilene	43	84	2621	2467
Amarillo	35	79	4231	1428
Austin	49	85	1760	2914
Big Spring	43	83	2658	2312
Brownsville	60	84	609	3772
Corpus Christi	56	85	970	3574
Dallas	45	86	2301	2846

Denton	44	85	2460	2540
El Paso	44	83	2664	2096
Fort Worth	44	86	2407	2809
Galveston	54	83	1253	2967
Harlingen	59	84	786	3770
Houston	51	83	1549	2761
Laredo	56	87	926	4043
Lubbock	39	80	3516	1676
McAllen	59	8[illegible]	755	3833
Midland	44	82	2658	2126
Port Arthur	52	83	1477	2861
San Angelo	46	84	2313	2596
San Antonio	50	85	1606	2983
Sherman	41	84	2934	2331
Temple	47	85	2125	2740
Victoria	53	85	1273	3184
Waco	46	86	2126	2891
Wichita Falls	40	86	3011	2506

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Abilene — 29e, 17g
Amarillo — 24e, 11g
Arlington — 27e, 17g
Austin — 2e, 22g
Baytown — 16e, 12g
Beaumont — 15e, 12g
Brownsville — 3e, 19g
Bryan — 4e, 17g
Carrollton — 27e, 17g
College Station — 6e, 17g
Corpus Christi — 5e, 7g
Dallas — 27e, 17g
Del Rio — 5e, 8g, 26g
Denton — 9e, 17g
Duncanville — 27e, 17g
El Paso — 10e, 22g
Fort Worth — 27e, 17g
Galveston — 16e, 22g
Garland — 13e, 27e, 17g
Grand Prairie — 27e, 17g
Haltom City — 27e, 17g
Harlingen — 5e, 19g
Houston — 16e, 12g
Hurst — 27e, 17g
Irving — 27e, 17g
Killeen — 27e, 17g
Kingsville — 5e, 12g
Laredo — 5e, 12g
Longview — 23e, 12g, 21g
Lubbock — 18e, 24e, 11g
Lufkin — 27e, 12g
McAllen — 5e, 19g
Mesquite — 27e, 17g
Midland — 27e, 11g
Nacogdoches — 27e, 12g
North Richland Hills — 27e, 17g
Odessa — 27e, 11g
Paris — 27e, 17g
Pasadena — 16e, 12g
Plano — 27e, 17g
Port Arthur — 15e, 22g
Richardson — 27e, 17g
San Angelo — 29e, 17g
San Antonio — 20eg, 14g
Sherman — 27e, 17g
Temple — 27e, 17g
Texarkana — 23e, 1g
Texas City — 25e, 12g
Tyler — 27e, 12g
Victoria — 5e, 12g
Waco — 27e, 17g
Wichita Falls — 27e, 17g

1. Arkansas-Louisana Gas Co.
P.O. Box 751, Little Rock, AR 72203
2. Austin Electric Dept.
P.O. Box 1088, Austin 78767
3. Brownsville Public Util. Bd.
1425 Robin Hood Dr., Box 3270, Brownsville 78520
4. Bryan Mun. Electric System
300 S. Washington, Box 1000, Bryan 77805
5. Central Power & Light Co.
120 N. Chaparral, Box 2121, Corpus Christi 78403
6. College Station Utilities
1101 S. Texas Ave., Box 9960, College Station 77840
7. Corpus Christi Gas Division
4225 S. Port Ave., Corpus Christi 78415-5311
8. Del Rio Gas System
201 E. De La Rosa, Del Rio 78840
9. Denton Mun. Utilities
215 E. McKinney, Denton 76201
10. El Paso Electric Co.
303 N. Oregon, Box 982, El Paso 79960
11. Energas Co.
301 S. Taylor, Amarillo 79189
12. Entex Inc.
P.O. Box 2628, Houston 77001
13. Garland Power & Light System
Box 469002, Garland 75046-9002
14. Grey Forest Utilities
14570 Bandera Rd., Helotes 78023
15. Gulf States Utilities Co.
350 Pine St., Box 2951, Beaumont 77704
16. Houston Lighting & Power Co.
P.O. Box 1700, Houston 77001
17. Lone Star Gas Co.
301 S. Harwood, Dallas 75201
18. Lubbock Power & Light Dept.
P.O. Box 2000, Lubbock 79457
19. Rio Grande Valley Gas Co.
Box 3690, Brownsville 78520
20. San Antonio Public Service Bd.
145 Navarro St., (Box 1771), San Antonio 78206 (78296)
21. Southern Gas
110 E. Cotton, Longview 75601
22. Southern Union Co. & Consolidated Subsidiaries
1800 InterFirst Two Bldg., Dallas 75270
23. Southwestern Electric Power Co.
428 Travis St., P.O. Box 21106 Shreveport, LA 71156
24. Southwestern Pub. Service Co.
6th at Tyler, Box 1261, Amarillo 79170
25. Texas-New Mexico Power Co.
4100 Int'l Plaza, Box 2943, Ft. Worth 76113
26. Texas Oil & Gas Corp.
1700 Pacific Ave. LB# 10, Dallas 75201-4696
27. Texas Utilities Electric Co.,
2001 Bryan Tower, Dallas 75201
28. Western Gas Corp.
110 E. Cotton, Longview 75601
29. West Texas Utilities Co.
301 Cypress, Abilene 79601

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CHAMBER OF COMMERCE
P O Box 416 • 233 W Main • Lewisville, TX 75067 • (214) 436-9571

Circle 11 on Brochure Service Card

TEXAS

Utilities serving cities under 25,000:

Arkansas Louisiana Gas Co.,
Transcontinental Towers, 330 Marshall St., P.O. Box 21734, Shreveport, LA 71151
318/429-2536

Brazos Elec. Power Co-op, Inc.
Richard McCaskill, Gen. Mgr.
P.O. Box 6296, Waco 76706
817/752-2501

Golden Spread Elec. Co-op, Inc.
Robert W. Bryant, Gen. Mgr.
P.O. Box 9898, Amarillo 79105
806/379-7766

Lower Colorado River Auth.
S. David Freeman, Gen. Mgr.
P.O. Box 220, Austin 78767
512/473-3200

Northeast Texas Elec. Co-op, Inc.
Richard K. Thomas, Gen. Mgr.
211 East Tyler St., S-507
Longview 75601
214/757-3282

Rayburn County Elec. Co-op
John W. Kirkland, Pres.
750 Interstate 30, Ste. 140
Greenville 75087
214/722-1336

Sam Rayburn G&T, Inc.
John H. Butts, Mgr.
P.O. Box 1623
Nacogdoches 75961
409/560-9532

San Miguel Elec. Co-op, Inc.
Richard McCaskill, Acting Mgr.
P.O. Box 280, Jourdanton 78026
512/784-3411

South Texas Elec. Co-op
William S. Robson, Gen. Mgr.
P.O. Box 151, Nursery 77976
512/575-6491

Tex-La Elec. Co-op of Texas, Inc.
John H. Butts, Mgr.
P.O. Box 1623
Nacogdoches TX 75961
409/560-9532

DEVELOPMENT COUNSELORS:

State Development Agency

Lauderback, J. William
Texas Dept. of Commerce
P.O. Box 12728, Capitol Sta.
Austin, TX 78711
512/472-5059

Areas & Others

Abilene
Vest, Gary L. Mgr.
Abilene Ind. Fdtn., Inc.
P.O. Box 2281, 79606
915/677-7241

Amarillo
Krebs, Jonathan D. Area Dev. Mgr.
Southwestern Public Svc.
P.O. Box 1261, 79170
806/378-2163

Austin
Rios-Valdez, Rosa, Mgr., Econ. Dev.
Lower Colorado River Auth.
P.O. Box 220, 78767
512/473-3399

Beaumont
Williams, Malcolm M., Bus. Dev. Mgr.
Gulf States Utilities Co.
P.O. Box 2951, 77704
409/839-2165

Cleburne
Moss, Lloyd E, & C.I.D., Mgr.
City of Cleburne
P.O. Box 657, 76031
817/641-3321

Corpus Christi
Miller, Bruce W., Mgr.
Central Power & Light Co.
P.O. Box 2121, 78403
512/881-5698
Bee, Ed, C.I.D., V.P.
Corpus Christi Area Econ. Dev. Corp.
1201 N. Shoreline Dr.
P.O. Box 640, 78403
512/883-5571

Dallas
Nelson, Larry, Dir.
Lone Star Gas Company
301 S. Harwood St., 75201
214/741-3711
Davis, Jr., Davis, Dir., Econ. Dev.
Texas Power & Light
P.O. Box 660268, 75266-0238
214/954-5514

Dumas
Grist, John
Moore County Dev.
P.O. Box 324, 79029
806/935-6866

El Paso
Higgins, Denise K., Dir.
Ind. Energy Development
El Paso Electric Co.
303 N. Oregon, P.O. Box 982, 79960
915/532-8282
Page, Charles H., III, Exec. Dir.
El Paso Ind. Dev. Corp.
9 Civic Center Plaza, 79901
915/532-8281

Farmers Branch
Nicols, Norma, Dir.
City of Farmers Branch
P.O. Box 819010, 75381-9010
214/247-3131

Fort Worth
Brooks, Norman, G., Field Ops. Dir.
Prop. Mgt. Div.
Burlington Northern Railroad
3300 Continental Plz.
777 Main St., 76102
817/878-1506
Beck, Terry
Texas-New Mexico Power Co.
P.O. Box 2943, 76113
817/731-0099
Sterling, Wayne L., Group V.P., Econ. Dev.
Fort Worth Chamber of Comm.
777 Taylor St., 76102-4920
817/336-2491

Freeport
Pendleton, Charles L., Pres.
Brazosport Econ. Dev. Corp.
200 W. Second St.
Suite 305, 77541
409/239-2416

Garland
Boster, Barbara R., C.I.D., Dir.
Garland Econ. Dev.
3960 Broadway, Ste. 200, 75043
214/494-7145

Harlingen
Rath, Linda, Exec. V.P.
Harlingen Area Chamber of Comm.
P.O. Box 189, 78551
512/423-5440

Houston
Fuller, Kent, Econ. Dev. Mgr.
Houston Econ. Dev. Council
1100 Milam Bldg.
24th Fl., 77002
713/651-7216
Brown, George
Friendswood Dev. Co.
One Corporate Plaza
2525 Bay Area Blvd., 77058
713/486-2813

Van Ness, Dudley, Natl. Sales Spvr.
Houston Lighting & Power
P.O. Box 1700, 77001
713/623-3380

Lewisville
Sheffield, E. H., Pres.
Lewisville Cham. of Comm.
P.O. Box 416, 233 Main, 75067
214/436-9571

Lu[illegible]k
Pr[illegible]ner, Laurin, Pres.
Lubbock Board of City Dev.
2005 Broadway
P.O. Box 5948, 79417
214/757-4444

McAllen
Birkhead, Frank, C.I.D., Exec. V.P.
McAllen Ind. Board
10 N. Broadway,
P.O. Box 790, 78502
512/682-2875

Mesquite
Mardis, Janet, Dir.
Mesquite C. of C.
617 Ebrite, P.O. Box 115, 75149
214/285-0211

Midland
Crider, Jim, Dir.
Midland Chamber of Comm.
Econ. Dev. Dept.
P.O. Box 1890, 79702
915/683-3381

Port Arthur
Cohick, Larry, Pres.
Southeast Texas, Inc.
8200 Highway 69, 77640
409/722-1521

San Antonio
Coleman, Stephanie A. Pres.
San Antonio Econ. Dev. Fdtn.
P.O. Box 1628, 78296
512/226-1934

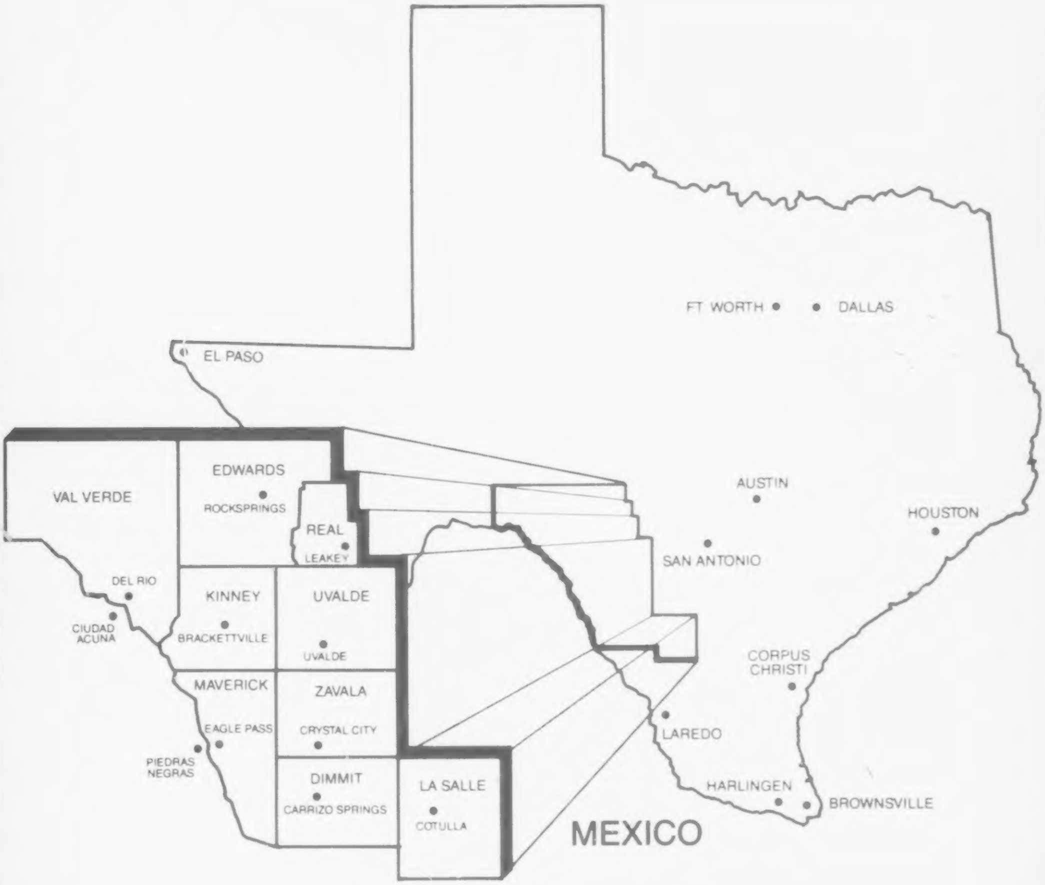
Uvalde
Davenport, Greg, Dir.
Mid. Rio Grande Reg. of TX
209 North Getty, 78801
512/278-2527

Waco
Cleveland, Curtis, Econ. Dev. V.P.
Gtr. Waco Chamber of Comm.
P.O. Box 1220, 76703
817/752-6551
Holt, K. Paul, Deputy Econ. Dir.
Heart of Texas Private Ind. Council
320 Franklin Ave., 76701
817/756-6631

Wichita Falls
Lawson, Michael M., Exec. V.P.
Board of Commerce & Industry
P.O. Box 1860, 76307
817/723-2741

THE MAQUILA CORRIDOR

MIDDLE RIO GRANDE REGION


FT WORTH
DALLAS
EL PASO
EDWARDS
ROCKSPRINGS
VAL VERDE
REAL
LEAKEY
AUSTIN
HOUSTON
SAN ANTONIO
DEL RIO
KINNEY
UVALDE
CIUDAD ACUNA
BRACKETTVILLE
UVALDE
CORPUS CHRISTI
MAVERICK
ZAVALA
EAGLE PASS
CRYSTAL CITY
LAREDO
PIEDRAS NEGRAS
DIMMIT
CARRIZO SPRINGS
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HARLINGEN
BROWNSVILLE
MEXICO

Strategic Location: Shortest average distance to major Texas and U.S. Markets of any maquiladora location. Direct highway and rail network to market centers and seaport.

Job Training: On-the-job training, classroom training or customized training provided by an award-winning JTPA program.

Proven Success: More than 30 Maquila operations have put our excellent labor force and well-developed infrastructure to work for them.

One Stop Clearinghouse: Assistance in site selection, financial packaging, marketing, incentive packaging, local liaison, and referrals at no cost to the developer.

For more information or to arrange a tour of the Middle Rio Grande region contact:

Greg Davenport
Director of Economic Development
(512) 278-2527

Juan Pablo Velez
JTPA Director
(512) 876-3533

MIDDLE RIO GRANDE DEVELOPMENT COUNCIL
Michael Patterson, Executive Director
P.O. BOX 1199 • CARRIZO SPRINGS, TEXAS 78834
(512) 876-3533

Circle 66 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:

- Tax incentives
- Bonds for buildings, land, & equip.
- Free port law
- Aid for job training

Tax rates:

Corporate income tax	5%
Personal income tax	6% maximum
Sales tax	4%
Franchise & incorp tax	$1.25/M; $20,000 maximum
Inventory tax	local
Gasoline tax	$.16/gal.

Advanced education facilities:

Four-year colleges & universities	25
Two-year or junior colleges	17
Vocational & business schools	42

Medical facilities:

Hospitals	163
Clinics	NA

Labor analysis:

Civilian labor force	1,550,800 (12/87)
High school graduates	35,514 (1987)
Mfg. workers in unions	15.3%

For additional labor market information, contact Employ. Security Commission, Will Rogers Memorial Office Bldg., Oklahoma City, OK 73105, 405/557-7111

Environment controls:

Air pollution, solid, & industrial waste: Dpty. Cmsr., Environ. Health Services, 10th & Stonewall, Oklahoma City, OK 73105, 405/271-5220

Water pollution: Dir., Oklahoma Water Quality Service (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
OKLAHOMA	3,025.3	3,360.4
Bartlesville	34.6	NA
Broken Arrow	35.8	NA
Del City	28.4	NA
Edmond	34.6	NA
Enid	50.4	53.1
Lawton	80.1	87.8
Midwest City	49.6	54.2
Moore	35.1	NA
Muskogee	40.0	42.9
Norman	68.0	78.5
Oklahoma City	403.2	451.4
Ponca City	26.2	NA
Shawnee	26.5	29.1
Stillwater	38.3	NA
Tulsa	360.9	378.6

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Enid	62.8	66.0
Fort Smith, AR/OK	162.5	180.0
Lawton	112.5	118.7
Oklahoma City	861.0	993.1
Tulsa	689.6	746.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
OKLAHOMA	159.8	40.8	10.00
Oklahoma City	48.7	39.8	11.02
Tulsa	49.9	41.7	10.69

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Oklahoma City 8/86
Office, professional, & technical	
Payroll clerks	$ 8.01
Accounting clerks	7.81
File clerks	5.55
Typists	6.15
Key entry operators	6.96
Secretaries	9.01
Stenographers	NA
Switchbd opr-recept's	6.22
Word processors	7.15
Drafters	9.28
Electronics technicians	NA
Computer operators	8.14
Computer programmers	12.05
Computer systems analysts	15.51
Maintenance & powerplant	
Carpenters	NA
Electricians	14.34
Engineers, stationary	13.20
Machinists	NA
Mechanics (machinery)	11.29
Tool & die makers	14.65
Custodial & material movement	
Guards	5.59
Janitors, porters & cleaners	5.51
Laborers, material handling	6.97
Shippers & receivers	8.79
Truckdrivers	9.04
Forklift operators	10.44

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	46.7	36.3	11.26
MANUFACTURING	172.4	41.3	9.86
DURABLE GOODS	109.3	42.1	10.22
Lumber & wood prods.-SIC 24	2.9	NA	NA
Stone, clay, & glass prods.-SIC 32	11.0	42.1	10.33
Primary metal industries-SIC 33	4.2	42.9	9.59
Fabricated metal products-SIC 34	17.0	40.4	9.25
Machinery, except electrical-SIC 35	36.9	43.5	9.68

Tulsa's Right.
In The Middle.

Tulsa's been the center of attention lately. Why? Find out which successful companies have made Tulsa their business center. Write or call Mickey Thompson, Metropolitan Tulsa Chamber of Commerce, 616 S. Boston, Tulsa, OK 74119. 918 585-1201.

Better yet, come to Tulsa in person. (We'd meet you halfway, but we're already there.)

Tulsa's Out To Change Your State Of Mind.

Circle 69 on Brochure Service Card

Electrical & electronic equip.-SIC 36		
10.2	40.5	9.74
Transportation equipment-SIC 37		
20.8	42.0	13.03
Instruments & related prods.-SIC 38		
2.5	43.1	9.83

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
OKLAHOMA		
1,541.7	92.7	6.0
Enid		
29.3	1.5	5.2
Lawton		
47.7	2.0	4.3
Oklahoma City		
500.7	26.1	5.2
Tulsa		
353.4	23.6	6.7

*preliminary figures

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Bartlesville 1, 3 (Tulsa)
Broken Arrow 3 (Tulsa)
Del City (Oklahoma City)
Edmond 1 (Oklahoma City)
Enid 1-3, 12
Lawton 2, 3, 7, 10
Midwest City 1 (Oklahoma City)
Moore 1 (Oklahoma City)
Muskogee 2-4 (Tulsa)
Norman 1 (Oklahoma City)
Oklahoma City 1-3, 6, 8, 9, 11, 13-17
Ponca City 1, 12
Shawnee 1, 3 (Oklahoma City)
Stillwater 1 (Oklahoma City)
Tulsa 1-6, 8, 9, 11-17

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Missouri-Kansas-Texas R.R. Co.
4. Union Pacific Railroad

Airlines

5. Air Midwest
6. American
7. American Eagle
8. Continental
9. Delta
10. Delta Connection-Atlantic Southeast
11. Eastern
12. Exec Express
13. Northwest
14. Southwest Airlines
15. Sunworld Int'l Airways
16. TWA
17. United

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	50	3,400
Portland	1,700	79,600
Clays	1,120	2,647
Gem stones	NA	W
Gypsum	1,766	13,771
Sand & gravel (construction)	10,600	26,000
Stone:		
Crushed	30,900	102,100
Dimension	19	913
Combined value of feldspar, iodine, lime, pumice, salt (1985), sand and gravel (industrial), tripoli, and value indicated by symbol W		29,403
Total 1986 (preliminary)		257,834

* thousand short tons
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bartlesville	35	82	3842	1886
Enid	35	84	3764	2075
Lawton	39	84	3237	2216
Muskogee	38	83	3409	2038
Oklahoma City	36	82	3735	1914
Ponca City	32	83	4279	1886
Stillwater	35	82	3793	1920
Tulsa	35	83	3731	2043

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bartlesville — 7e, 3g
Broken Arrow — 7e
Del City — 4e
Edmond — 2e
Enid — 4e, 5g
Lawton — 7e, 1g
Midwest City — 4e
Moore — 4e
Muskogee — 4e, 5g
Norman — 4e, 5g
Oklahoma City — 4e, 5g
Ponca City — 6e, 5g
Shawnee — 4e, 5g
Stillwater — 8e, 5g
Tulsa — 7e, 5g

1. Arkansas Louisiana Gas Co.
   206 N. Hudson, Ste. 500, P.O. Box 839, Altus, OK 73522
2. Edmond Electric Dept.
   315 S.W. 33rd St., Edmond 73034
3. Kansas Power & Light Co. 818 Kansas Ave., Box 889, Topeka, KS 66601
4. Oklahoma Gas and Elec. Co.
   321 N. Harvey Ave., Oklahoma City 73102
5. ONEOK Inc.
   100 W. 5th St., Tulsa 74103
6. Ponca City Mun. Lt. Dept.
   1400 N. Union, Box 1450, Ponca City 74602
7. Public Service Co. of OK
   212 E. 6th St., Tulsa 74119
8. Stillwater Electric Dept.
   723 S. Lewis, Box 1449, Stillwater 74076

Utilities serving cities under 25,000:

KAMO Elec. Co-op, Inc.
B. Dean Singer, Gen. Mgr.
P.O. Drawer 577, Vinita 74301
918/256-5551

Western Farmers Elec. Co-op
James Pendergrass, Gen. Mgr.
P.O. Box 429, Anadarko 73005
405/247-3351

DEVELOPMENT COUNSELORS:

State Development Agency

Paulsen, Don, Exec. Dir.
Okla. Dept. of Commerce
6601 Broadway Ext., Ste. 203
Oklahoma City, OK 73116-8214
405/843-9770
800/443-OKLA

Areas & Others

Ardmore
Stucky, Wes,
Ardmore Dev. Authority
P.O. Box 1585, 73402
405/223-6162

Bartlesville
Dennis, Larry, Pres.
Bartlesville Cham. of Comm.
P.O. Box 2366, 74005
918/336-8708

Edmond
Stanford, Buddy, Exec. Dir.
Edmond Ind. Dev. Assoc.
P.O. Box 2347, 73083
405/340-0116

Enid
Michalski, Michael C., Pres. & CEO
Gtr. Enid Cham. of Comm.
P.O. Box 908
210 Kenwood Blvd, 73702
405/237-2494

El Reno
Rainey, Ron Eugene, Exec. V.P.
El Reno Cham. of Comm.
P.O. Box 67, 73036
405/262-1188

Oklahoma City
Rector, Jack, Mgr.
Dept. of Community Dev.
Oklahoma Gas & Electric Co.
P.O. Box 321, 73101
405/272-3460

Strasbaugh, Paul B., Exec. V.P.
Oklahoma City Econ. Dev. Fdtn., Inc.
4 Santa Fe Plz., 73102
405/232-8955

Marxs, Gary, Mgr., Econ. Dev.
Oklahoma Gas & Electric Co.
P.O. Box 321, 73102
405/272-3460

Tulsa
Coe, Kenneth H., Ind. Dev. Consultant
Okla. Natural Gas Co.
P.O. Box 871, 74101
918/588-7547

Jackson, Bob, Ind. Dev. Coord.
Public Service Co. of Oklahoma
P.O. Box 201, 74102
918/599-2289

Weddle, Rick, V.P.
Econ. Dev. Div.
Metro Tulsa Chamber of Comm.
616 S. Boston Ave., 74119
918/585-1201

Jackson, Bob,
Public Service of Oklahoma
P.O. Box 201, 74102
918/599-2289

MOUNTAIN STATES

- ARIZONA
- COLORADO
- IDAHO
- MONTANA
- NEVADA
- NEW MEXICO
- UTAH
- WYOMING

Regional Review

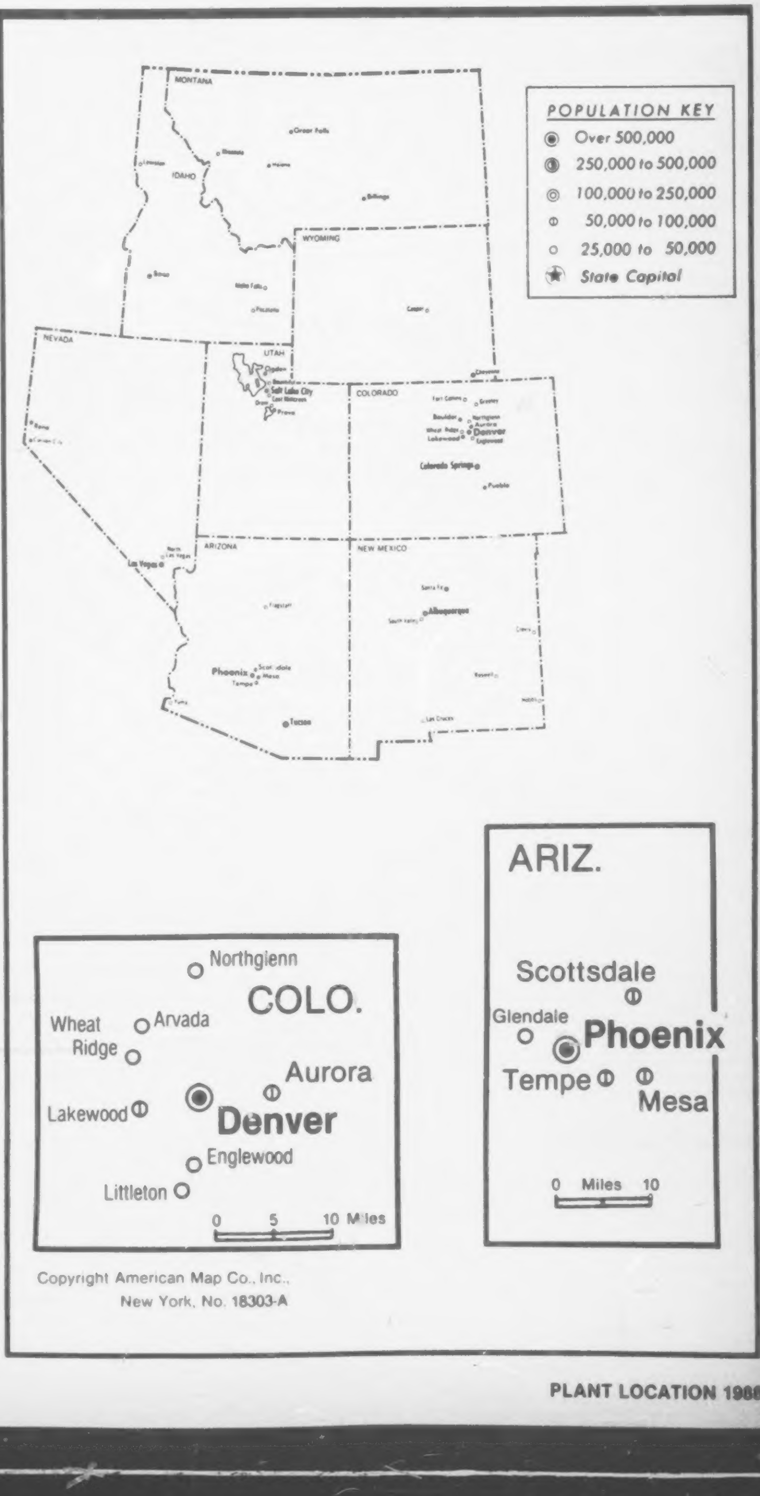
Following are summaries of some of the events affecting site location in each of the Mountain States in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Arizona. For the second year in a row, *Inc.* magazine rated Arizona number one for its number of new jobs, its number of new companies, and its climate for growth. The survey, entitled the "Annual Report on the States," showed that the state had the highest job growth rate in the nation from 1983 to 1987, with a 32.18% gain in employment (the U.S. average for that period was 13.17%). The new-business birth rate was also the nation's highest at 3.80%; the percent of fast-growth companies was third-highest at 3.57%.

Arizona's population grew 22.1% from 1980 to 1986, and it is projected to increase 15% between 1985 and 1990. Between 1980 and 1986 nearly 281,000 new jobs were created in the state, which was a 36.1% increase.

The top industries in the state are services, retail trade, state and local government, manufacturing, and construction, in that order. From 1986 to 1987, services employment increased by 12,000 jobs, wholesale and retail trade employment increased by 6,600 jobs, and government employment increased by 9,600 jobs. Manufacturing and construction jobs decreased by 4,000 and 12,000 respectively last year.

Colorado. According to the Economic Development Council of Metro Denver South/Douglas County, "Colorado's economy is fueled by a $5.4-billion tourism industry, attracting 25.9 million visitors each year. This quality-of-life


POPULATION KEY
◉ Over 500,000
◍ 250,000 to 500,000
◎ 100,000 to 250,000
⦶ 50,000 to 100,000
○ 25,000 to 50,000
✪ State Capital
MONTANA
IDAHO
WYOMING
NEVADA
UTAH
COLORADO
ARIZONA
NEW MEXICO
Great Falls
Billings
Salt Lake City
Ogden
Provo
Denver
Colorado Springs
Pueblo
Las Vegas
Phoenix
Tucson
Albuquerque
COLO.
Northglenn
Wheat Ridge
Arvada
Aurora
Lakewood
Denver
Englewood
Littleton
0 5 10 Miles
ARIZ.
Scottsdale
Glendale
Phoenix
Tempe
Mesa
0 Miles 10

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backdrop has been a key factor in the state being the nation's seventh-fastest growing region for the last decade. With a population of 3,630,000 and a per-capita income of $15,234, [Colorado] is number one in the nation for adults holding higher-education degrees. In addition, the number of scientists and engineers as a percentage of the work force of 1,694,000, is 60% above the national average."

The state's economy benefitted from the $43.892-billion generated in state retail and wholesale sales in 1986. And, 40% of Colorado's new manufacturing and research and development jobs were in the high-growth high-technology and aerospace industries.

Governor Roy Romer has stressed economic development since he took office last year. He has initiated a job-creation program, established trade missions in Taiwan and Japan, and allocated money for an advertising and marketing program, among other things.

Idaho. Legislation actions during Idaho's 1987 session included adoption of reforms to the state's tort statutes and related insurance statutes, and the adoption of changes that bring the Idaho Income Tax Act into conformity with the Tax Reform Act of 1987.

Other activities affecting new-business development included an increase of more than 9% in state funding for grade-school education for fiscal 1988 and a more than 15% increase for higher education. In addition, the newly created Department of Commerce received a major increase in funding for economic development efforts, allowing for a quadrupling of efforts in services to new and existing industries, as well as new initiatives in international trade.

Corporations opening new facilities and creating 100+ jobs in the state in 1987 included Trus Joist, Advanced Input Devices, Hagadore Hospitality, Micron Technology, and NuWest.

Montana. Montana has been having difficulty in the past few years because of its reliance on agriculture, energy, and mining.

To encourage new business and assist existing business, the state legislature passed some tax-relief measures in 1987. A five-year grace period is now offered on corporate taxes, and research and development firms received a cut in property taxes, from 11% to 3%.

Other recent tax changes include a 4% accommodations tax to raise funds to promote tourism with national television campaigns.

The state was ranked 15th in the nation in teacher-salary and graduation rates in 1986. The average yearly wage for a teacher was $23,206, versus the national average of $26,551. The percentage of high-school students that graduated was 87.2%, well above the national average of 71.5%.

Nevada. Jeane Towne, the director of client services at the Nevada Commission on Economic Services, reports that in the last five years, 11,946 new primary jobs have been created in non-tourism sectors. This amounts to over 41,811 new jobs using the standard multiplier.

An emerging source of revenue in the state is motion-picture and television production. "We have gone from $5.6 million spent by film producers in Nevada in 1982-1983, to over $40 million in 1986-1987," according to Ms. Towne. "We now have regular television series filming in northern and southern Nevada." As a result, *The Hollywood Reporter* ranked the state 10th in film production among the states.

Legislation passed in 1987 included a provision for confidentiality of certain records of the Commission on Economic Development. Personal liability of corporate directors was limited, and certain financial arrangements will now be allowed for persons indemnified by corporations. In addition, the director of the Department of Commerce was authorized to issue revenue bonds for venture capital.

New Mexico. Nearly one-third of the state's population works in Albuquerque. While the city has not been as badly hurt by the slump in oil and mining as the state has, the city's economy is slowing down. *Inc.* magazine's "Annual Ranking of America's Cities" rated the city 14th overall in new businesses, employment growth, and high-growth companies. It was at 12th place the year before.

The rest of the state hasn't been as fortunate. Unemployment was at 8.9% in 1987—the fifth-highest in the nation. Job growth was 3.6%—30th in the U.S.

Despite these figures, experts say the state has survived the economic downturn. Natural gas prices are strong, and the state is attracting high-tech and defense-related industries.

Utah. "Utah's business climate is dynamic and progressive. Not only have several aerospace contractors announced relocation in Utah, but Utah is also expanding from within." This is according to M. Kirk Green, urban marketing director at the Utah Economic Development Division.

Legislation in 1987 in the state included a decrease in regulations on business. Other activity included the appointment by Governor Norman H. Bangerter of the Pioneer Partnership to attract high-tech industries, and of the Economic Development Coordinating Committee.

Corporations that opened new facilities in the state and that created more than 100 new jobs last year included McDonnel Douglas, SPS Technologies, and Western Gear.

The state placed 15th in *Inc.* magazine's survey; the rating was based on a 14.98% increase in job growth, a 2.54% business birth rate, and a 2.68% rate of fast-growth companies. These figures are based on changes from 1983 to 1987.

Wyoming. As an energy-based economy, Wyoming has suffered over the last five years because of the nationwide energy slump. However, economists predict the state's economy is slowly coming back. The extremely low tax burden and positive business climate in the state should help this recovery.

In 1987 the state legislature initiated the Economic Development Loan Program to assist new companies and to help existing companies expand. In addition, approval was received for increased funding for the economic development agency; for an enhanced international trade program; for increased travel and tourism promotion; and for creation of the science, Technology, and Energy Authority to research and develop new products.

The state opened a trade office in Taiwan last year to sell Wyoming products overseas. There has been an active pursuit of tourism from Japan and Taiwan, as well.☐

PHOENIX
ARIZONA

STATE INFORMATION:

Financial assistance to industry:
- Bonds for buildings (municipalities & counties)
- Industry training services
- SBA-503 program
- SBA-504 program
- UDAG program
- Revolving loan programs
- Industrial development bonds

ARIZONA

For further information, contact:
John Lopach, Dir.
Community Finance
Arizona Dept. of Commerce
1700 West Washington, 5th Floor
Phoenix, AZ 85007
602/255-5705

State tax rates:

- Corporate income tax ..... $350.00 plus 10% of amt. over $6,000
- Personal income tax .. 8% of $6,738 or more
- Personal property tax assessment ratio 10%
- Sales tax .... 5% (no sales tax on machinery and equip. used directly in mfg.)
- Incorporation tax .... none
- Franchise tax .... none
- Inventory tax .... none
- Gasoline tax .... $.16/gal.
- Worldwide unitary tax .... none
- Commercial and industrial tax assessment ratio 25%
- Use tax 5%

Advanced education facilities:

- Four-year colleges & universities 6
- Two-year or junior colleges 19
- Vocational & business schools 250

For additional labor market information, contact Research Admin., AZ Dept. of Econ. Security, Site Code 733A, P.O. Box 6123, Phoenix, AZ 85005

For additional industry training programs information, contact Alice W. Snell, Dir. of Industry Training Services, AZ Dept. of Education, 1535 West Jefferson, Phoenix, AZ 85007

POPULATION:

Cities over 25,000

	Census 1980 —Thousands—	Estimate 1987
ARIZONA	2,717.9	3,327.4
Flagstaff	34.6	NA
Glendale	97.0	128.6
Mesa	152.5	236.9
Phoenix	764.9	933.8
Scottsdale	88.4	113.2
Sierra Vista	26.0	NA
Tempe	106.7	134.8
Tucson	330.5	377.9
Yuma	42.4	45.8

Metropolitan Statistical Areas (MSAs)

	Census 1980 —Thousands—	Estimate 1987
Phoenix	1,508.0	1,916.2
Tucson	531.3	616.6

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ARIZONA	186.1	40.6	10.05
Phoenix	135.1	NA	NA
Tucson	30.3	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ARIZONA	1,658.4	91.2	5.5
Phoenix	1,034.7	48.2	4.7
Tucson	317.9	14.5	4.6

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	110.4	36.2	11.84
MANUFACTURING	180.7	40.9	9.47
DURABLE GOODS	142.9	NA	NA
Lumber & wood prods.-SIC 24	7.4	NA	NA
Stone, clay, & glass prods.-SIC 32	7.9	NA	NA
Primary metal industries-SIC 33	7.8	40.0	12.64
Fabricated metal products-SIC 34	9.4	NA	NA
Machinery-SIC 35	68.4	38.9	8.56

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Flagstaff 1, 9, 14
Glendale 1 (Phoenix)
Mesa 2 (Phoenix)
Phoenix 1, 2, 4-15, 17-26, 28-30
Scottsdale (Phoenix)
Sierra Vista (24 through Douglas)
Tempe 2, 16
Tucson 2, 3, 6, 7, 9, 10, 12, 13, 15, 20, 23, 26-30
Yuma 2, 8, 9, 14

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Southern Pacific Trans. Co.

Airlines

3. Aeromexico
4. Air L.A.
5. Air Sedona
6. Alaska Airlines
7. American
8. American Eagle
9. America West
10. Braniff
11. Braniff Express—Havasu
12. Continental
13. Delta
14. Delta Connection—Sky West Airlines
15. Eastern
16. Exec Express
17. Golden Pacific
18. Mesa Airlines
19. Midway Airlines, Inc.
20. Northwest
21. Northwest Airlink
22. Piedmont
23. PSA Pacific Southwest
24. Sierra Vista Aviation
25. Southwest Airlines
26. Stateswest Airlines
27. Sunworld Int'l. Airlines
28. TWA
29. United
30. USAir

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	249	1,499
Copper — metric tons (recov. cont. of ores, etc.)	797,356	1,165,729
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	63,334	23,370
Gypsum	279	2,168
Lead — metric tons (recov. cont. of ores, etc.)	W	W
Lime	435	19,403
Molybdenum — thou. lbs. (cont. of concentrate)	W	W
Pumice	W	2
Salt	45	68
Sand & gravel (construction)	30,700	113,000
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	4,812	25,983
Stone (crushed)	5,600	25,100
Combined value of diatomite (1986), perlite, pyrites (1985), sand and gravel (industrial), stone (dimension), and values indicated by symbol W		189,970
Total 1986 (preliminary)		1,566,292

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Jul.	Degree Days Heating	Cooling
Flagstaff	28	66	7254	127
Mesa	51	90	1598	3297
Phoenix	52	92	1442	3746
Tempe	51	90	1654	3160
Tucson	51	86	1734	2840
Yuma	56	94	983	4244

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Flagstaff — 1e, 4g
Glendale — 1e, 3e, 5g
Mesa — 2eg, 3e, 5g
Phoenix — 1e, 3e, 5g
Scottsdale — 1e, 3e, 5g
Sierra Vista — 5g
Tempe — 1e, 3e, 5g
Tucson — 6e, 5g
Yuma — 1e, 5g

1. Arizona Public Service Co.
   411 N. Central Ave., Phoenix 85004
2. Mesa City Utilities (Electric)
   730 N. Mesa Dr., Box 1466,
   Mesa 85201; (Gas) 55 N. Center,
   Mesa 85201-0904
3. Salt River Project Agricultural
   Improvement & Power Dist.
   Box 52025, Phoenix 85072-2025
4. Southern Union Co. & Consolidated
   Subsidiaries
   1800 InterFirst Two Bldg., Dallas, TX
   75270
5. Southwest Gas Corp.
   5241 Spring Mt. Road, Las Vegas,
   NV 89102
6. Tucson Electric Power Co.
   220 W. 6th St., Box 711, Tucson
   85702

Utility serving cities under 25,000:

Arizona Elec. Power Co-op, Inc.
J. B. Flanders, Gen. Mgr.
P.O. Box 670, Benson 85602
602/586-3631

DEVELOPMENT COUNSELORS:

State Development Agency

Segersten, Charles L., Jr.
Bus. Dev. Mgr.
Arizona Dept. of Commerce
1700 W. Washington, 4th Fl.
Phoenix, 85007
602/255-5374

Areas & Others

Cottonwood
Sesow, Peter
Verde Valley Cham. of Comm.
1010 S. Main, 86326
602/634-7593

Glendale
Jonland, Stephen, Exec. V.P.
Glendale Cham. of Comm.
7105 North 59th St.
P.O. Box 249, 85311
602/937-4754

Mesa
Domzalski, Joseph M., Pres.
MEGACORP
100 N. Center St., 85201
602/834-2398
Fairman, Jeffrey, Dir.
Mesa Cham. of Comm.
120 N. Center, 85201
602/969-1307
Alber, Mary Ann
Superstition Springs Dev. Co.
1517 S. Power Rd., 85206
602/890-5682

Phoenix
Callan, Thomas J., V.P. Econ. Dev.
Valley National Bank
P.O. Box 71 — A758, 85001
602/261-2246
Nelson, James B., Area Dev. Rep.
Salt River Project
P.O. Box 52025, 85072-2025
602/236-5088
Wiggs, Paul, Mgr., Econ. Dev.
Econ. Dev. Dept.
Arizona Public Service
P.O. Box 53999, 85072-3999
602/250-3116

Scalise, Judie, V.P.
Arizona Bank
P.O. Box 2511, 85002
602/262-2437

Tempe
Owens, Reginald, Pres.
Triad International Group, Ltd.
1631 E. Guadulupe, 85283
602/756-6000

Tucson
Stephenson, William V., C.I.D., Exec. Dir.
Tucson Econ. Dev. Corp.
465 W. St. Mary's Rd.
Suite 200, 85705-8268
602/623-3673

Yuma
Fuller, Leonard, Exec. Dir.
Yuma Econ. Dev. Corp.
P.O. Box 1750, 85364
602/783-0193

DENVER
COLORADO

STATE INFORMATION:

Financial assistance to industry:
- Direct state bonds for building & equipment (limited purposes)
- Bonds for buildings, municipal or county
- Bonds for pollution control, municipal or county
- Aid for job training

Tax rates:
- Corporate income tax ... 5.25% on first $50,000; 5.50% from $50-200,000; 6.00% on $200,000 and over
- Personal income tax .... 5% flat tax
- Sales tax 3%-7%
- Franchise & incorp. filing fee (initial) .... $11-40/yr.
- Inventory tax .... none
- Gasoline tax .... $.18/gal.

Advanced education facilities (public only):
- Four-year colleges & universities 13
- Two-year or junior colleges 17
- Vocational & business schools 7

Medical facilities:
- General hospitals 93
- Licensed emergency clinics 30

Labor analysis:
- Civilian labor force ...... 1,689,413 (1987 avg.)
- High school graduates (public schools only) 33,604

For additional information, contact Labor Market Information, 1330 Fox St., Denver, CO 80204, 303/620-4554

Environment controls:

Air pollution: Colorado Dept. of Health, Air Pollution Control Div., 4210 E. 11th Ave., Denver, CO 80220, 303/320-8333

Water pollution: Water Quality Control Div (same address and phone as above)

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
COLORADO	2,88[illegible]	3,300.1
Arvada	84.6	94.6
Aurora	158.6	208.3
Boulder	76.7	80.2
Colorado Springs	215.2	264.6
Denver	491.4	508.0
Englewood	30.0	NA
Fort Collins	64.6	77.0
Grand Junction	28.1	NA
Greeley	53.0	57.4
Lakewood	112.8	123.9
Littleton	28.6	NA
Longmont	42.9	50.9
Loveland	30.2	37.0
North Glenn	29.8	NA
Pueblo	101.7	100.2
Thornton	40.3	48.5
Westminster	50.2	63.2
Wheat Ridge	30.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
*Boulder - Longmont	190.0	217.6
Colorado Springs	317.5	372.0
*Denver	1,429.0	1,649.4
Fort Collins-Loveland	149.2	181.1
Greeley	123.4	137.8
Pueblo	126.0	125.3

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
COLORADO	184.1	39.8	9.97
Denver	93.9	40.1	10.80

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
COLORADO	1,692.7	102.2	6.0
Boulder-Longmont	133.5	5.7	4.3
Denver	900.9	51.1	5.7

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	85.6	37.7	12.44

COLORADO

MANUFACTURING		
193.3	40.2	9.52
DURABLE GOODS		
123.5	40.8	9.60
Lumber & furniture-SIC 24		
7.1	NA	NA
Stone, clay, & glass prods.-SIC 32		
9.8	NA	NA
Primary & fabricated metals-SIC 33		
14.7	NA	NA
Machinery, except electrical-SIC 35		
25.4	NA	NA
Electrical & electronic equip.-SIC 36		
24.9	NA	NA
Transportation equipment-SIC 37		
16.6	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Denver-Boulder 12/85
Office, professional, & technical	
Payroll clerks	$ 8.14
Accounting clerks	7.53
File clerks	5.95
Typists	7.09
Key entry operators	7.44
Secretaries	9.65
Stenographers	9.25
Switchbd opr-recept's	6.84
Drafters	10.08
Electronics technicians	12.48
Computer operators	10.25
Computer programmers	14.06
Computer systems analysts	15.61
Maintenance & powerplant	
Carpenters	12.41
Electricians	14.01
Engineers, stationary	13.88
Machinists	13.50
Mechanics (machinery)	12.60
Tool & die makers	13.93
Custodial & material movement	
Guards	5.29
Janitors, porters & cleaners	5.08
Laborers, mat'l handling	9.44
Shippers & receivers	8.63
Truckdrivers	10.27
Forklift operators	11.45

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Arvada 2, 4 (Denver)
Aurora (Denver)
Boulder 2, 6 (Denver)
Colorado Springs 1, 2, 4, 9-13, 17, 22-24
Denver 1-13, 15-25
Englewood 1, 4 (Denver)
Fort Collins 2, 6 (Cheyenne, WY)
Grand Junction 4, 10, 11, 14, 24
Greeley 2, 6 (Denver)
Lakewood (Denver)
Littleton 1, 4 (Denver)
Loveland 2 (Denver)
Northglenn 6 (Denver)
Pueblo 1, 2, 4, 6, 10, 12, 17
Thornton (Denver)
Westminster 2 (Denver)
Wheat Ridge (Denver)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Burlington Northern R.R. Co.
3. Chicago and North Western Transportation
4. Denver & Rio Grande Western R.R.
5. Illinois Central Gulf Railroad
6. Union Pacific Railroad

Airlines

7. Air Exchange, Inc.
8. Air Midwest
9. American
10. America West
11. Continental
12. Continental Express—Rocky Mountain Airways
13. Delta
14. Delta Connection—Sky West Airlines
15. Eastern
16. GP Express
17. Mesa Airlines
18. Mexicana
19. Midway Airlines, Inc.
20. Northwest
21. Piedmont
22. TWA
23. United
24. United Express—Aspen Airways
25. USAir

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	290	1,510
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	186,488	68,814
Gypsum	258	2,012
Sand & gravel (construction)	26,300	81,600
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	754	4,074
Stone:		
Crushed	7,900	29,800
Dimension	4	255
Combined value of cement, copper (1985), iron ore (usable, 1985), lead, lime, molybdenum, peat, perlite, pyrites (1985), sand and gravel (industrial), tin (1985), tungsten ore and concentrate, zinc, and values indicated by symbol W		236,794
Total 1986 (preliminary)		424,859

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Boulder	33	74	5460	790
Colorado Springs	29	71	6346	501
Denver	30	73	6014	680
Fort Collins	27	71	6483	471
Greeley	25	74	6442	647
Lakewood	31	73	5883	639
Pueblo	30	77	5465	1042

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Arvada — 5eg
Aurora — 5eg
Boulder — 5eg
Colorado Springs — 2eg
Denver — 5eg
Englewood — 5eg
Fort Collins — 3e, 5g
Grand Junction — 5eg
Lakewood — 5eg
Littleton — 5eg
Loveland — 4e, 5g
Northglenn — 5eg
Pueblo — 1e, 5g
Thornton — 5eg
Westminster — 5eg
Wheat Ridge — 5eg

1. Centel Electric-Colorado
   115 W. 2nd St., Box 75, Pueblo
   81002.
2. Colo. Springs Dept. of Pub. Utilities
   (Electric) Box 1103, Colorado
   Springs 80947; (Gas) 101 S. Conejos
   St., Colorado Springs 80903
3. Ft. Collins Lt. & Power Dept.
   700 Wood St., Box 580, Fort Collins
   80522
4. Loveland Electric Dept.
   200 N. Wilson, Loveland 80537
5. Public Service Co. of Colorado
   550 15th St., Denver 80202

Utilities serving cities under 25,000:

Colorado-Ute Elec. Assn., Inc.
Girts Krumins, Pres.
P.O. Box 1149, Montrose 81402
303/249-4501

Tri-State G&T Assn., Inc.
Daniel MacLeod, Gen. Mgr.
P.O. Box 33695, Denver 80233
303/452-6111

DEVELOPMENT COUNSELORS:

State Development Agency

Greuling, John, Bus. Dev. Mgr.
Office of Business Dev.
State of Colorado
1625 Broadway, Ste. 1710
Denver, 80202
303/892-3840

Areas & Others

Aurora
Gade, James P., R.E. Oper. Dir.
Upland Industries Corp.
14001 East Iliff Ave.
Ste. 312, The Forum, 80014
303/369-0800
Whitney, Gregory D., C.I.D., Exec. Dir.
ECO Aurora, Inc.
1470 S. Havana St., Ste. 812, 80012
303/750-2500

Broomfield
Miner, Nelson P., Exec. Dir.
Broomfield Econ. Dev. Corp.
P.O. Box 421, 80020
303/469-7645

Canon City
Dyer, Skip, Exec. Dir.
Fremont Cty. Econ. Dev. Council
P.O. Bin 749, 81212
303/275-2331

Colorado Springs
Devine, Jim
Colo. Springs Econ. Dev. Council
Box B, Dept. 4, 80901
303/471-8183

Denver
Clark, Thomas K., V.P.
Denver Chamber of Comm.
1301 Welton St., 80204
303/534-3211

Keever, Jack A., Pres.
Adams Cty. Econ. Dev.
11990 Grant St., Ste. 101, 80223
303/405-5106

Allen, Neil H., Mgr.
Public Service Co. of Colorado
P.O. Box 840, 80201
303/571-8585

Ft. Collins
Dill, Shelby, Pres.
Ft. Collins Inc.
P.O. Box 1849, 80552
303/221-0861

Grand Junction
Leech, Richard G., Pres.
Mesa Cty. Econ. Dev. Council
2828 H Rd., Walker Airport Term.
81506
303/245-4332

Pueblo
Grimes, David, Exec. Dir.
So. Colorado Econ. Dev. Distr.
720 North Main St.
P.O. Box 1900, 81003
303/545-8680

STATE INFORMATION:

Financial assistance to industry:
- Bonds for pollution control (local)
- Aid for job training
- Private Industry Council O.J.T.
- Industrial revenue bonds
- Investment tax credit of 3%
- Job expansion credit—$500 per job

Tax rates:
Corporate income tax 8%
Federal Internal Revenue Service Code followed with minor exceptions. $20 minimum payment.
Personal income tax 2%-8.2%
Sales tax (many exemptions)..........5%
Incorporation tax ....none
Franchise tax ....none
Inventory tax ....none
Gasoline tax ....$.145/gal.

Advanced education facilities:
Four-year colleges & universities 6
Two-year or junior colleges................4
Vocational & business schools..........7

Medical facilities:
Hospitals 53
Clinics...NA

Labor analysis:
Civilian labor force.............435,600 (12/87)
High school graduates 12,400
Mfg. workers in union..................10.25%
Source: Grant Thorton *General Manufacturing Climates 1987*

For additional labor market information, contact Dept. of Employ., P.O. Box 35, 317 Main St., Boise, ID 83735, 208/334-2620

Environment controls:
Air & water pollution: Dept. of Health & Welfare Div. of Environ., 450 W. State St., Boise, ID 83720, 208/334-4059

POPULATION:

Cities over 25,000

	Census 1980 Thousands	Estimate 1987 Thousands
IDAHO	943.9	1,036.5
Boise	102.5	114.0
Idaho Falls	39.6	NA
Lewiston	28.0	NA
Nampa	25.1	NA
Pocatello	46.3	46.1
Twin Falls	26.2	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980 Thousands	Estimate 1987 Thousands
Boise City	173.0	202.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
IDAHO	57.0	38.1	9.55
Boise City	10.9	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
IDAHO	471.1	24.9	5.3
Boise City	103.3	4.3	4.1

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	15.6	36.6	13.42
MANUFACTURING	55.2	37.8	9.41
DURABLE GOODS	27.1	NA	NA
Lumber & wood prods.-SIC 24	13.6	38.8	10.28
Stone, clay, & glass-SIC 32	0.9	NA	NA
Fabricated metal products-SIC 34	1.8	NA	NA
Machinery, except electrical-SIC 35	6.0	NA	NA
Electrical & electronic equip.-SIC 36	2.8	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Boise 2-6, 8-10
Idaho Falls 2, 4, 6, 7
Lewiston 1, 4, 8
Nampa 2 (Boise)
Pocatello 2, 4, 7
Twin Falls 2, 4, 7

Railroads

1. Burlington Northern R.R. Co.
2. Union Pacific Railroad

Airlines

3. Alaska Airlines
4. Alaska Airlines Commuter-Horizon Airlines
5. Continental
6. Delta
7. Delta Connection-Sky West Airlines
8. Empire Airways
9. Sunworld Intl. Airways
10. United

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	2	W
Copper — metric tons (recov. cont. of ores, etc.)	2,505	3,661
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	74,338	27,431
Lead — metric tons (recov. cont. of ores, etc.)	W	W
Lime	35	2,198
Phosphate rock — thou. metric tons	2,700	80,000
Sand & gravel (construction)	5,600	16,000
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	11,442	61,786
Stone (crushed)	3,700	12,500

Combined value of antimony, cement garnet (abrasives), gem stones, molybdenum, perlite, pumice, sand and gravel (industrial), stone (dimension), zinc, and values indicated by the symbol W 36,671

Total 1986 (preliminary) 240,247

* thousand short tons except as noted

W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Boise	30	75	5802	742
Idaho Falls	19	69	7995	288
Lewiston	32	74	5436	734
Pocatello	24	71	7123	445

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Boise — 2e, 3g
Idaho Falls — 1e, 3g
Lewiston — 4eg
Nampa — 2e, 3g
Pocatello — 2e, 3g
Twin Falls — 2e, 3g

1. Idaho Falls Elec. Light Div.
   Box 220, Idaho Falls 83402
2. Idaho Power Co.
   1220 W. Idaho St., Box 70, Boise 83707
3. Intermountain Gas Co.
   P.O. Box 7608, Boise 83707
4. Washington Water Power Co.
   1411 E. Mission Ave., Box 3727
   Spokane, WA 99220

Utility serving cities under 25,000:

Snake River Power Assn., Inc.
Lew R. Greene, Secy.-Treas.
P.O. Box 417, Mackay 83251
208/645-2211

DEVELOPMENT COUNSELORS:

State Development Agency

Director
Idaho Dept. of Commerce
700 W. State Street
Boise, ID 83720
208/334-2470

Areas & Others

Boise

Fernley, Robert W., R.E. Oper., Mgr.
1701 Eastover Terrace
Union Pacific Station
P.O. Box 6766, 83707
208/343-8787

Boyce, Shirl C., Mgr.
Boise Area Cham. of Comm.
P.O. Box 2368, 83701
208/344-5515

Weiser

Kopischkle, Keith R.
Ida-Ore Plng. & Dev Assoc.
P.O. Box 311, 83627
208/322-7033

MONTANA

STATE INFORMATION:

Financial assistance to industry:

- Reduced property assessment (up to 50% of taxable value) for first ten years of operation
- Reduced property tax rate for first three years of operation
- Corporate license tax credit for first three years of operation, equal to 1% of new wages paid
- Reduced taxes for pollution control equipment
- No inventory tax
- No property tax on "freeport merchandise," in-transit merchandise stored temporarily in Montana
- Umbrella industrial revenue bonds with long-term, fixed rate, tax exempt financing to businesses for projects under $950,000 (funds to be applied toward land, buildings, or equipment)
- State stand-alone industrial revenue bonds for tax-exempt debt financing of projects over $800,000
- In-state investment of 25% of Montana's coal tax trust fund in small- & medium-sized businesses (approximately $15 million annually)
- In-state debt & equity investment of pension & other trust fund monies
- State-certified Montana Capital Companies to provide venture or equity capital to small Montana businesses
- Renewable energy & water development grant & loan programs
- Business assistance information: training opportunities, federal contract leads, licensing and sources of grant & loan funds. Programs for assistance in financial packaging, marketing, business location, & international trade and introductions to certified communities.
- State-certified community dev. orgs. throughout state

Tax rates:

Corporate income tax	6¾% of net income
Personal income tax	2%-11% of taxable income
Sales tax	none
Incorporation tax	$50
Franchise tax	none
Inventory tax	none
Gasoline tax	$.17/gal.

Advanced education facilities:

Four-year colleges & universities	9
Two-year or junior colleges	3
Vocational & business schools	14

Medical facilities:

Hospitals	60
Clinics	NA

Labor analysis:

Civilian labor force	406,000 (1984)
High-school grads	11,000

For additional information, contact Business Assistance Div., Montana Dept. of Commerce, 1424 Ninth Ave., Capitol Sta., Helena, MT 59620, 406/444-3923.

Environment controls:

Air & water pollution: Donald G. Willems, Admin., Environ. Sciences Div., Montana Dept. of Health & Environ. Sciences, Cogswell Bldg., Capitol Station, Helena, MT 59620, 406/444-3948

POPULATION:

Cities over 25,000

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
MONTANA	786.7	841.6
Billings	66.8	73.7
Butte-Silver Bow	37.2	NA
Great Falls	56.7	58.1
Missoula	33.4	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
Billings	108.0	123.2
Great Falls	80.7	80.7

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MONTANA	21.8	39.4	10.28

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MONTANA	396.0	21.7	6.2

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	11.3	NA	NA
MANUFACTURING	21.7	39.0	10.97
DURABLE GOODS	13.5	39.7	11.22

Area Wage Survey

Average straight-time hourly earnings

Office, professional, & technical	Billings 7/86
Payroll clerks	$ 7.44
Accounting clerks	6.78
File clerks	4.86
Key entry operators	6.69
Secretaries	8.38

Stenographers	NA
Switchbd opr-recept's	5.78
Word processors	6.96
Drafters	10.13
Electronics technicians	14.60
Computer operators	7.50
Computer programmers (business)	NA
Maintenance & powerplant	
Electricians	14.01
Engineers, stationary	13.40
Mechanics (machinery)	12.54
Custodial & material movement	
Janitors, porters & cleaners	6.60
Shippers & receivers	NA
Truckdrivers	12.25

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Billings 1, 5-9
Butte-Silver Bow 1, 2, 6, 8
Great Falls 1, 3-9
Missoula 1, 3, 5-8

Railroads

1. Burlington Northern R.R. Co.
2. Union Pacific Railroad

Airlines

3. Alaska Airlines Commuter-Horizon Airlines
4. Canadian Arlns. Intl. Commuter-Time Air
5. Continental
6. Delta
7. Northwest
8. Northwest Airlink
9. United

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	429	16,030
Copper —metric tons (recov. cont. of ores, etc.)	W	W
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Lead — metric tons (recov. cont. of ores, etc.)	W	W
Lime	66	5,708
Sand & gravel (construction)	8,500	22,700
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone (crushed)	2,200	6,100
Combined value of barite, cement, iron ore (usable), lime, peat, phosphate rock, sand and gravel (industrial), stone, talc and pyrophyllite, vermiculite, and values indicated by symbol W		224,153
Total 1986 (preliminary)		268,983

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Billings	21	72	7212	553
Great Falls	19	69	7766	391
Missoula	21	67	7839	216

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Billings — 3e, 2g
Butte-Silver Bow — 3eg
Great Falls — 3e, 1g
Missoula — 3eg

1. Great Falls Gas Co.
   One 1st Ave. So., Great Falls 59401
2. Montana-Dakota Utilities Co.
   400 N. 4th St., Bismarck, ND 58501
3. Montana Power Co.
   40 E. Broadway, Butte 59701

Utilities serving cities under 25,000:

Central Montana Elec. Power Co-op, Inc.
James H. Follensbee, Mgr.
P.O. Box 50085, Billings 59105
406/248-7936

Upper Missouri G&T Elec. Co-op, Inc.
William Heit, Mgr.
P.O. Box 1069 Sidney 59270
406/482-4100

DEVELOPMENT COUNSELORS:

State Development Agency

Duffy, William F.
Bus. Recruitment/Loc. Officer
Business Assistance Div.
Montana Dept. of Comm.
1424 9th Ave.
Helena, 59620
406/444-3923

Areas & Others

Billings
Ott, E. Butch, Exec. Dir.
Forward Billings Econ. Dev. Council
P.O. Box 1155, 59103
406/248-7979

Q: How does Wyoming rank in personal state income tax?

A: Just Great! (We don't have personal state income tax.)

Wyoming

For all the details contact:
Economic Development and Stabilization Board
Herschler Bldg., Third Floor East, Dept. 87-D
Cheyenne, WY 82002
1-800-262-3425

Circle 71 on Brochure Service Card

STATE INFORMATION:

Financial assistance to industry:

- Bonds for buildings (city, county, & state)
- Bonds for pollution control
- Sales and use tax deferral
- Free port law
- Right-to-work law

Tax rates:

Corporate income tax	none
Personal income tax	none
Property tax	varies locally
Sales tax	5¾% (food for home use, prescribed drugs & medicines, & gasoline are exempt)
Franchise tax	none
Inventory tax	none
Gasoline tax	none

Advanced education facilities:

Four-year colleges & universities	3
Two-year or junior colleges	4
Vocational & business schools	4

Medical facilities:

Hospitals	41
Clinics	28

Labor analysis:

Civilian labor force	510,000
High-school grads	265,700
Mfg. workers in unions	7.5% (approx.)

For additional labor market information, contact Employ. Security Dept., Capital Complex, Carson City, NV 89710. 702/885-4550

Environment controls:

Air & water pollution: Nevada State Dept. of Conservation & Natural Resources, Nye Bldg., 201 S. Fall St., Carson City, NV 89710, 702/885-4670

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
NEVADA	799.2	963.9
Carson City	32.0	37.3
Las Vegas	164.7	191.9
North Las Vegas	42.7	48.7
Reno	100.8	111.7
Sparks	40.8	51.3

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Las Vegas	461.8	565.2
Reno	193.6	224.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEVADA	23.8	39.9	9.98
Las Vegas	8.8	39.4	12.83
Reno	8.3	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEVADA	566.1	30.2	5.8
Las Vegas	329.7	18.9	6.2
Reno	138.7	6.3	4.9

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	16.19	NA	NA
MANUFACTURING	21.9	40.4	9.15
DURABLE GOODS	14.3	40.8	9.41
Stone, clay, & glass prods.-SIC 32	1.5	40.1	11.92
Primary metal industries-SIC 33	1.1	40.9	14.49

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Carson City (Reno)
Las Vegas 2-25
North Las Vegas (Las Vegas)
Reno 1, 2, 5-7, 10-13, 17-19, 23, 25
Sparks 1 (Reno)

Railroads

1. Southern Pacific Lines
2. Union Pacific Railroad

Airlines

3. Air L.A.
4. Air Nevada
5. American
6. American Eagle
7. America West
8. Braniff
9. Braniff Express-Havasu
10. Continental
11. Delta
12. Delta Connection-Sky West Airlines
13. Eastern
14. Golden Pacific
15. Hawaiian Airlines
16. Midway Airlines, Inc.
17. Northwest
18. Northwest Airlink
19. PSA Pacific Southwest
20. Scenic Airlines
21. Southwest Airlines
22. Stateswest Airlines
23. Sunworld Int'l Airways
24. TWA
25. United

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Barite	260	6,500
Clay (excl. fuller's earth and kaolin)	23	1,372
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	1,897,235	700,088
Gypsum	1,336	10,421
Mercury — 76-lb. flasks	W	W
Sand & gravel:		
Construction	7,800	21,600
Industrial	W	W
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	7,677	41,454
Stone (crushed)	1,500	4,900
Combined value of cement (portland), clays (fuller's earth and kaolin), copper, diatomite, fluorspar, iron ore (usable), lime, lithium compounds, magnesite (1985), molybdenum (1985), perlite, salt, and values indicated by symbol W		118,168
Total 1986 (preliminary)		904,503

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Carson City — 2e, 3g
Las Vegas — 1e, 3g
North Las Vegas — 1e, 3g
Reno — 2e
Sparks — 2e

1. Nevada Power Co.
   6226 W. Sahara Ave., Box 230
   Las Vegas 89151
2. Sierra Pacific Power Co.
   6100 Neil Rd., Box 10100, Reno
   89520-0026
3. Southwest Gas Corp.
   5241 Spring Mtn. Rd., Las Vegas
   89102

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Las Vegas	45	90	2532	3029
Reno	32	70	6030	357

DEVELOPMENT COUNSELORS:

State Development Agency

Grose, Andrew P., Dir.
Commission on Econ. Dev.
Capitol Complex
Carson City, 89710
702/885-4325
or 800/336-1600

Areas & Others

Las Vegas

Dauge, Al, Pres.
Nevada Dev. Authority
3900 Paradise Rd., 89109
800/634-6858

Dykes, Richard, Mktg.
Howard Hughes Properties
P.O. Box 14000, 89156
702/791-4369

O'Neil, Robert
Mar Cor Development
4495 S. Polares, 89103
702/739-9413

Reno

Lynn, Ken, Exec. Dir.
Econ. Dev. Auth. of Western Nev.
P.O. Box 11710, 89510
702/322-4004

Wolfe, Hans R., Area Dev. V.P.
First Interstate Bank of Nev.
P.O. Box 11007, 89520
702/784-3401

STATE INFORMATION:

Financial assistance to industry:

- Revenue bonds for capital asset financing
- Revenue bonds for pollution control
- No inventory tax
- No sales tax on new plants or equipment
- Custom-fit job training
- Right-to-work state

Tax rates:

Corporate income tax	5% taxable income ($50 min.)
Personal income tax	2¾%-7¾%
Sales tax	$6.25%; state 5.09%; local option up to 1.15%
Incorporation tax	NA
Franchise tax	5% of net income
Inventory tax	none
Gasoline tax	$.19/gal.

Advanced education facilities:

Four-year colleges & universities	6
Two-year or junior colleges	3
Community colleges & vocational schools	10

Medical facilities:

Hospitals	28
Clinics	18

Labor analysis:

Civilian labor force	759,000 (1987)
High-school grads.	20,930 (1987)

For additional labor market information, contact Job Service, 174 Social Hall Ave. (P.O.Box 11249), Salt Lake City, UT 84147, 801/533-2400

Environment Controls:

Air pollution: F. Burnell Cordner, Dir., Bureau of Air Quality, P.O. Box 45500, Salt Lake City, 84145, 801/538-6108

Water pollution: Don A. Ostler, Dir., Bureau of Water Pollution Control, (same address as above), 801/538-6146

M. Kirk Green, Economic Development Division, State of Utah, 6150 State Office Building — Dept. 001, Salt Lake City, 84114, 1-800/453-UTAH

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
UTAH	1,461.0	1,704.2
Bountiful	32.9	NA
Logan	26.8	NA
Murray	25.8	NA
Ogden	64.4	70.5
Orem	52.4	61.8
Provo	73.9	77.4
Salt Lake City	163.0	168.4
Sandy City	51.0	65.2
West Jordan	26.8	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Provo-Orem	218.1	253.9
Salt Lake City-Ogden	936.3	1,052.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
UTAH		
94.4	40.4	9.86
Salt Lake City-Ogden		
61.8	40.6	9.80

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

Work Force Thousands	Unemployed Thousands	Unemployment Percent
UTAH		
756.3	39.2	5.2
Provo-Orem		
100.7	5.1	5.0
Salt Lake City-Ogden		
501.5	24.5	4.9

*preliminary figures

Q: How does Wyoming rank in corporate income taxes?

A: Just Great! (We don't have corporate income taxes.)

Wyoming

For all the details contact:
Economic Development and Stabilization Board
Herschler Bldg., Third Floor East, Dept. 87-D
Cheyenne, WY 82002
1-800-262-3425

Circle 71 on Brochure Service Card

Area Wage Survey

Average straight-time hourly earnings

	Salt Lake City-Ogden 11/85
Office, professional, & technical	
Payroll clerks	$ 7.63
Accounting clerks	6.80
File clerks	4.75
Typists	5.60
Key entry operators	6.76
Secretaries	8.43
Stenographers	NA
Switchbd opr-recept's	5.73
Word processors	7.06
Drafters	10.91
Electronic technicians	10.24
Computer operators	9.58
Computer programmers	12.19
Computer systems analysts	16.39
Maintenance & powerplant	
Carpenters	11.64
Electricians	12.73
Engineers, stationary	13.30
Machinists	12.20
Mechanics (machinery)	10.70
Tool & die makers	13.19
Custodial & material movement	
Guards	4.43
Janitors, porters, & cleaners	[illegible].47
Laborers, material handling	11.11
Shippers & receivers	7.43
Truckdrivers	9.95
Forklift operators	9.46

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	35.7	NA	NA
MANUFACTURING	93.9	40.3	9.40
DURABLE GOODS	65.8	41.8	9.60
Primary metal industries-SIC 33	4.9	41.6	14.20
Fabricated metal prods.-SIC 34	20.3	42.7	8.78
Electrical & electronic equip.-SIC 36	8.5	NA	NA
Transportation equipment-SIC 37	14.3	42.6	11.82

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (S) = Salt Lake City

Bountiful (S)
Logan 3 (S)
Murray 1, 3 (S)
Ogden 1-3 (S)
Orem (Provo)
Provo 1, 3, 5
Salt Lake City 1, 3-15
Sandy City 3 (S)
West Jordan 1 (S)

Railroads

1. Denver & Rio Grande Western R.R.
2. Southern Pacific Lines
3. Union Pacific Railroad

Airlines

4. Alaska Airlines Commuter-Horizon Airlines
5. Alpine Air
6. American
7. America West
8. Continental
9. Delta
10. Delta Connection-Sky West Airlines
11. Eastern
12. Northwest
13. Pan American
14. TWA
15. United

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Bountiful — 1e, 3g
Logan — 2e, 3g
Murray — 4e, 3g
Ogden — 6e, 3g
Orem — 6e, 3g
Provo — 5e, 3g
Salt Lake City — 6e, 3g
Sandy — 6e, 3g
West Jordan — 6e, 3g

1. Bountiful City Lt. & Power
   198 S. 200 West, Bountiful 84010
2. Logan City Munic. Lt. & Pwr.
   61 W. 100 North, Box 527, Logan 84321
3. Mountain Fuel Supply Co.
   180 E. 1st South, Salt Lake City 84139
4. Murray City Power Dept.
   153 W. 4800 South, Murray City 84107
5. Provo City Power, Dept. of Utilities
   251 W. 800 North, Provo 84601
6. Utah Power & Light Co.
   1407 W. N. Temple St., Box 899, Salt Lake City 84110

Utilities serving cities under 25,000:

Deseret G & T Co-op
Merrill J. Millett, Gen. Mgr.
8722 S. 300 W., Sandy 84070
801/566-1238

Intermountain Consumer Power Assn.
Carolyn S. McNeil, Mgr.
8722 S. 300 W., Sandy 84070
801/566-3933

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Beryllium concentrate	6,000	6
Cement:		
Masonry	2	150
Portland	1,100	63,400
Clays (excl. fuller's earth)	237	1,585
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Gypsum	457	3,566
Lime	213	11,253
Salt	1,038	31,262
Sand & gravel (construction)	15,900	36,900
Stone (crushed)	4,500	14,100
Combined value of asphalt (native), copper, magnesite (1986), magnesium compounds, molybdenum, phosphate rock, potassium salts, sand and gravel (industrial), silver, sodium sulfate, stone (dimension) and values indicated by symbol W		123,127
Total 1986 (preliminary)		285,349

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F. Jan.	Temp. F. Jul.	Degree Days Heating	Degree Days Cooling
Ogden	29	77	5866	955
Salt Lake City	29	78	5802	981

DEVELOPMENT COUNSELORS:

State Development Agency

Grant, David J., Dir.
Green, M. Kirk, Urban Dev. Dir.
Utah Econ. Dev. Div.
6150 State Office Bldg.
Salt Lake City, 84114
801/533-3054
or 800/453-8824

Areas & Others

Farmington
Mayfield, Rick, Econ. Dev. Dir.
Davis County
P.O. Box 618, 84025
801/451-3278

Ogden
Jeanselme, C. L., Pres.
Weber Cty. Ind. Dev. Corp.
2404 Washington Blvd., 84401-2316
801/627-1333

Provo
Bradford, Richard M., Exec. V.P.
UVIDA
381 W. 2230 No., Ste. 325, 84604
801/374-9900

Salt Lake City
Yeager, A. H., Coor., Econ. Dev.
Mountain Fuel Supply Co.
180 E. First S., 84139
801/534-5306

Black, Lori
Utah Bus. & Econ. Dev. Div.
6150 State Office Bldg. Dept. 1024
84114
801/533-5325

Wolkins, Don W, Dir. R.E. Oper.
Upland Industries Corp.
170 South Main St.,
Ste. 1650, 84101
801/363-5111

Salt Lake City
Jensen, LaVell J., Dir., Area Dev.
Utah Power & Light
P.O. Box 899, 84110
801/535-4174

STATE INFORMATION:

Financial assistance to industry:
- Below market rate loan program
- State guaranteed 90-10 program for SBA loans
- Industrial revenue bonds
- Development training program: pre-employment training, on-the-job training, recruitment assistance

Tax rates:

Corporate income tax........4.8% on income up to $500,000 (annual); $24,000 plus 6.4% of the excess over $500,000 on income of $.5-$1 million; $56,000 plus 7.6% of excess over $2 million on income exceeding $2 million.
Personal income tax.... graduated rate
Corporate franchise tax............ $50/yr.
Gross receipts & compensating tax ..... 4.75% with a rate credit allowed for the first two rates of .25% imposed by municipalities
Inventory tax.............. business inventories are exempt
Gasoline tax.............................. $.11/gal.
Free port.............................. No taxation on raw materials and products stored while in interstate commerce.

Advanced education facilities:

Four-year colleges & universities	10
Two-year or junior colleges	17
Vocational & business schools	17

Medical facilities:

Hospitals	58
Clinics	NA

Labor analysis:

Civilian labor force	687,400
High-school grads	17,800

For additional labor market information, contact Employ. Security Dept., P.O. Box 1928, 401 Broadway, N.E., Albuquerque, NM 87103, 505/842-3105

Environment controls:

Air pollution: Health & Environ. Dept., Environ. Improvement Div., Air Quality Bureau, P.O. Box 968, 809 St. Michaels Dr., Santa Fe, NM 87503, 505/984-0200 ext. 390

Water pollution: Health & Environ. Dept., Environ. Improvement Div., Water Pollution Control Bureau, (same address as above), 505/984-0200 ext. 318

POPULATION:

Cities over 25,000

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
NEW MEXICO	1,300.0	1,494.2
Albuquerque	331.8	367.0
Carlsbad	25.5	NA
Clovis	31.2	NA
Farmington	30.7	NA
Hobbs	28.8	NA
Las Cruces	45.1	54.0
Roswell	39.7	NA
Santa Fe	48.9	55.3

Metropolitan Statistical Areas (MSAs)

	Census 1980 (Thousands)	Estimate 1987 (Thousands)
Albuquerque	454.5	476.5
Las Cruces	96.3	119.3
Santa Fe	92.9	105.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW MEXICO	40.4	40.4	8.46
Albuquerque	19.9	39.3	9.25

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW MEXICO	677.4	55.4	8.2
Albuquerque	258.3	16.6	6.4
Las Cruces	57.2	4.1	7.7
Santa Fe	65.6	3.5	5.3

*preliminary figures

N.M.

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	37.0	35.8	10.64
MANUFACTURING	37.3	39.9	8.42
DURABLE GOODS	24.2	40.3	8.56
Lumber & wood prods.-SIC 24	2.5	NA	NA
Machinery, except electrical—SIC 35	2.8	NA	NA
Electrical & electronic equip.-SIC 36	6.6	NA	NA
Transportation equipment-SIC 37	4.0	NA	NA

Q: How does Wyoming rank in business inventory tax?

A: Just Great! (We don't have this one either.)

Wyoming

For all the details contact:
Economic Development and Stabilization Board
Herschler Bldg., Third Floor East, Dept. 87-D
Cheyenne, WY 82002
1-800-262-3425

Circle 71 on Brochure Service Card

NEW MEXICO

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

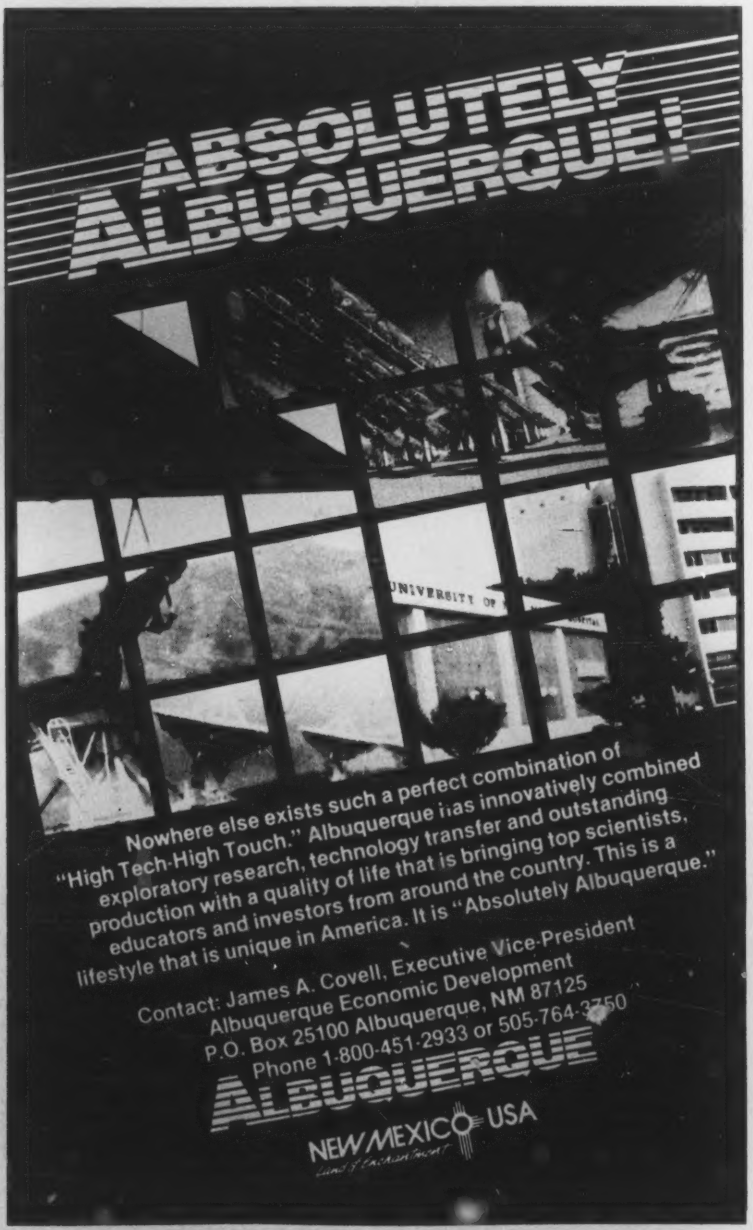
Albuquerque 1, 3-14
Carlsbad 1, 8
Clovis 1, 8
Farmington 8, 15
Hobbs 2, 8
Las Cruces 1, 8
Roswell 1, 8
Santa Fe 1 (Albuquerque)

Railroads

1. Atchison, Topeka & Santa Fe Rwy.
2. Union Pacific Railroad

Airlines

3. American
4. America West
5. Continental
6. Delta
7. Eastern
8. Mesa Airlines
9. PSA Pacific Southwest
10. Ross Aviation
11. Southwest Airlines
12. Stateswest Airlines
13. TWA
14. United
15. United Express-Aspen Airways



Nowhere else exists such a perfect combination of "High Tech-High Touch." Albuquerque has innovatively combined exploratory research, technology transfer and outstanding production with a quality of life that is bringing top scientists, educators and investors from around the country. This is a lifestyle that is unique in America. It is "Absolutely Albuquerque."

Contact: James A. Covell, Executive Vice-President
Albuquerque Economic Development
P.O. Box 25100 Albuquerque, NM 87125
Phone 1-800-451-2933 or 505-764-3750

ALBUQUERQUE
NEW MEXICO USA
Land of Enchantment

Circle 70 on Brochure Service Card

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	72	209
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	W	W
Gypsum	387	3,022
Perlite	386	14,209
Potassium salts — thou. metric tons	961	124,600
Pumice	109	959
Sand & gravel (construction)	7,600	20,600
Stone:		
Crushed	3,500	14,900
Dimension	22	378
Combined value of cement, copper, helium (Grade A), lead, mica (scrap), molybdenum, salt, silver, and values indicated by symbol W		429,490
Total 1986 (preliminary)		608,367

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albuquerque — 5e, 6g
Carlsbad — 7e, 6g
Clovis — 7e, 6g
Farmington — 2e, 6g
Hobbs — 7e, 3g
Las Cruces — 1e, 4g
Roswell — 7e, 6g
Santa Fe — 5e, 6g

1. El Paso Electric Co.
   303 N. Oregon, Box 982, El Paso, TX 79960
2. Farmington Electric Utility
   800 Municipal Drive, Farmington 87401
3. Hobbs Gas Co.
   110 S. Fowler, Hobbs 88241
4. Las Cruces Gas System
   P.O. Drawer CLC, Las Cruces 88004
5. Public Service Co. of New Mexico
   Alvarado Sq., Albuquerque 87158
6. Southern Union Co. & Consolidated Subsidiaries
   1800 Interfirst Two Bldg., Dallas, TX 75270
7. Southwestern Public Service Co.
   6th at Tyler, Box 1261, Amarillo, TX 79170

Utility serving cities under 25,000:

Plains Elec. G&T Co-op, Inc.
Stanley K. Bazant, Gen. Mgr.
P.O. Box 6551, Albuquerque 87197
505/884-1881

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Albuquerque	35	79	4414	1254
Clovis	37	77	4076	1194
Hobbs	43	80	2881	1838
Roswell	41	81	3126	1863

DEVELOPMENT COUNSELORS:

State Development Agency

Henkel, David, Dir.
New Mexico Econ. Dev. Div.
1100 St. Francis Dr., Moutoya Bldg.
Santa Fe, 87503
505/827-0270

Areas & Others

Albuquerque

Moye, William, Mgr., Econ. Dev.
Public Svc. Co. of N.M.
Alvarado Sq., MS 0174, 87158
505/848-2859

Covell, James A., C.I.D., Exec. V.P.
Albuquerque Econ. Dev., Inc.
P.O. Box 25100, 87125
505/848-2859

Roberson, Don
Bellamah Community Dev.
6121 Indian School Rd., NE
P.O. Box 3300, 87190
505/884-6606

Belen

Gaballdon, Vangie, Exec. Dir.
Belencia Cty. Econ. Dev. Corp.
104 N. First St., Box 4
Harvey House Civic Ctr., 87002
505/864-4499

Carlsbad

Bernhard, Chuck, Exec. Dir.
Carlsbad Dept. of Dev.
P.O. Box 1090, 88220
505/887-6562

Clovis

Trice, Cal
Clovis Econ. Dev.
P.O. Box Drawer C, 88101
505/763-3435

Farmington

Fischer, Mary, Exec. Dir.
Farmington Ind. Dev. Svc.
P.O. Box 267, 87499
505/327-7451

Hobbs

Lampe, Harold, Dir.
Ind. Dev. Corp. of Lea Cty.
P.O. Box 1376, 88204
505/397-2039

Rosewell

Johnson. J.J., Exec. Dir.
Econ. Dev. Dir.
Rosewell C. of C.
P.O. Box Drawer 70, 88201
505/624-6870

Santa Fe

Hooton, William J.
Santa Fe Econ. Dev., Inc.
P.O. Box 8184, 87504
505/984-2842

STATE INFORMATION:

Financial assistance to industry:

- Industrial revenue bonds
- Local dev. corporations & councils
- Bonds for pollution control
- No personal or corporate tax
- State small business financing

Tax rates:

Corporate income tax	none
Personal income tax	none
Sales tax	3%(1% county option)
Franchise & incorp. tax	graduated
Inventory tax	none
Gasoline tax	$.08/gal.

Advanced education facilities:

Four-year colleges & universities	1
Two-year or junior colleges	7
Vocational & business schools	9

Medical facilities:

Hospitals	30
Clinics	NA

Labor analysis:

Civilian labor force	236,000
High school graduates	80% WY labor force

For additional labor market information, contact Employ. Security Commission, ESC Bldg., P.O. Box 2760, Casper, WY 82602, 307/235-3200

Enironment controls:

Air & water pollution: Randolph Wood, Dir., Dept. of Environ. Quality, Herschler Bldg., Cheyenne, WY 82002, 307/777-7937

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	Thousands	
WYOMING	470.8	512.3
Casper	51.0	48.3
Cheyenne	47.3	52.0

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wyoming

For all the details contact:
Economic Development and Stabilization Board
Herschler Bldg., Third Floor East, Dept. 87-D
Cheyenne, WY 82002
1-800-262-3425

Circle 71 on Brochure Service Card

WYOMING

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	Thousands	
Casper	71.9	72.4
Cheyenne	68.6	73.7

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
WYOMING	8.9	41.5	9.20

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WYOMING	240.1	15.7	6.5

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	14.7	NA	NA
MANUFACTURING	7.9	41.2	9.93
DURABLE GOODS	3.8	NA	NA

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Casper	22	71	7642	457
Cheyenne	26	69	7310	309

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	1,579	49,989
Gem stones	NA	W
Gypsum	638	4,973
Sand & gravel (construction)	4,500	13,400
Stone (crushed)	1,800	6,900
Combined value of cement (portland), helium (Grade-A, 1986), lime, sodium carbonate, stone (crushed), and values indicated by symbol W		539,554
Total 1986 (preliminary)		614,816

* thousand short tons

W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Casper 1, 2, 4-8
Cheyenne 1, 3, 4, 6, 8

Railroads

1. Burlington Northern R.R. Co.
2. Chicago & North Western System
3. Union Pacific Railroad

Airlines

4. Air Exchange, Inc.
5. Continental
6. Continental Express-Rocky Mountain Airways
7. Delta
8. United Express-Aspen Airways

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Casper — 3e, 2g
Cheyenne — 1eg

1. Cheyenne Lt., Fuel & Pwr. Co.
   108 W. 18th St., Cheyenne 82003
2. Northern Utilities Inc.
   P.O. Box 2800, Casper 82602
3. Pacific Power & Light Co.
   920 S.W. Sixth Ave., Portland, OR 97204

DEVELOPMENT COUNSELORS:

State Development Agency

Budd, Bill, Dir.
Office of Ind. Dev., Econ. Dev. Div.
Econ. Dev. & Stabilization Bd.
Herschler Bldg., 3rd Fl. E., Dept. 87-E
Cheyenne, 82002
307/777-7287

Areas & Others

Casper

Adrian, Carl F., Exec. Dir.
Casper Area Econ. Dev. All.
111 W. 2nd, 82601
307/577-7011

Cheyenne

Nelson, A. Bryant, Dir.
Ind. Dev. Assn. of Cheyenne
1720 Carey Ave., Ste. 500, 82001
307/638-6000

Rick, Brian, Asst. Dir.
Wyoming Econ. Dev. Board
Herschler Bldg., 82002
307/777-7284

Rock Springs

Russell, Margaret A., Mgr. RE Oper
Upland Industries Corp.
404 "N" Street, 82901
307/382-2034

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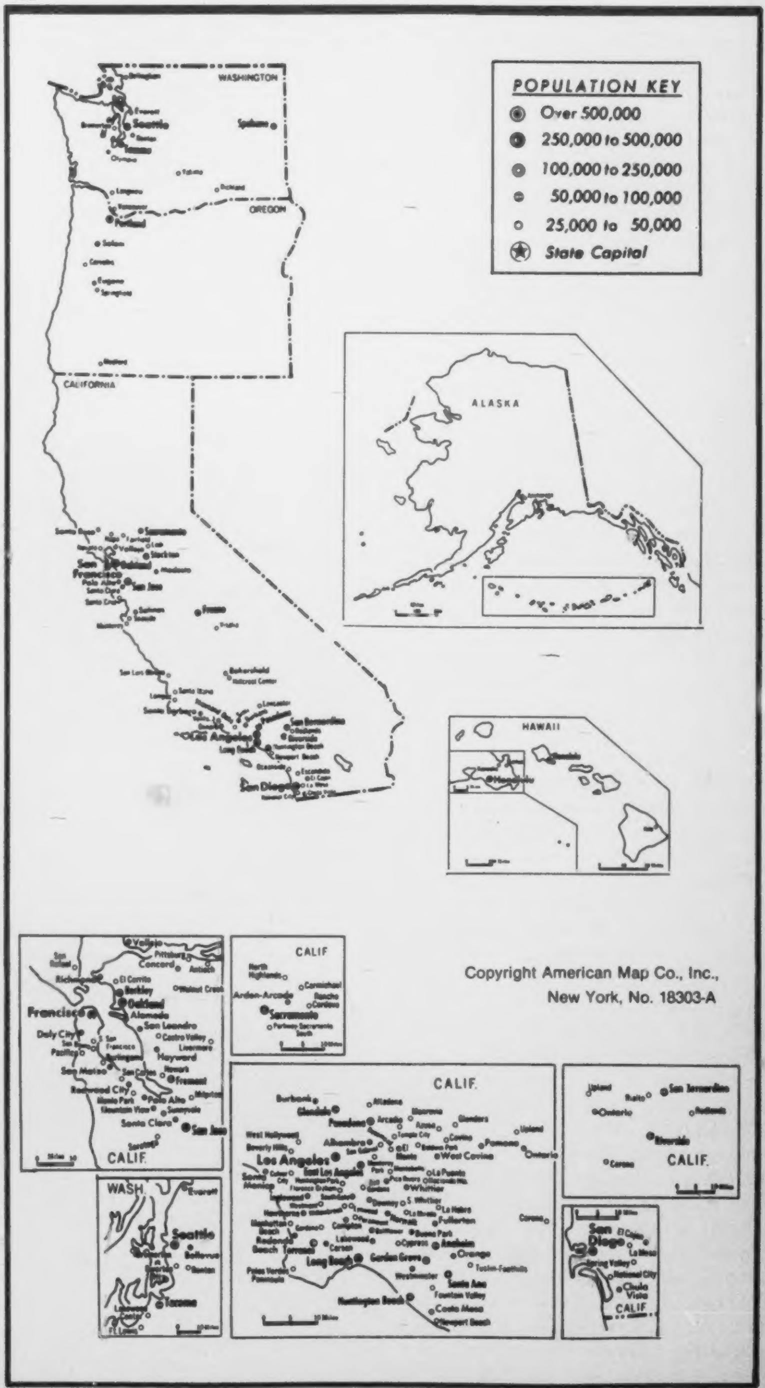
Regional Review


POPULATION KEY
Over 500,000
250,000 to 500,000
100,000 to 250,000
50,000 to 100,000
25,000 to 50,000
State Capital
WASHINGTON
Seattle
Spokane
Portland
OREGON
CALIFORNIA
Sacramento
San Francisco
Oakland
San Jose
Fresno
Los Angeles
San Diego
ALASKA
HAWAII
CALIF
Vallejo
Concord
Berkley
Oakland
Francisco
Alameda
San Leandro
Daly City
Hayward
San Mateo
Fremont
Redwood City
Palo Alto
Santa Clara
San Jose
CALIF
Arden-Arcade
Sacramento
CALIF
Burbank
Glendale
Pasadena
Los Angeles
Long Beach
Garden Grove
Anaheim
Fullerton
Orange
Santa Ana
Huntington Beach
Costa Mesa
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WASH
Everett
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Bellevue
Tacoma
San Diego
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Chula Vista
CALIF

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Following are summaries of some of the events affecting site location in each of the Pacific States in 1987. The information was gathered from responses to questionnaires sent to each state development agency and from other statistical references. The states are listed alphabetically.

Alaska. These are still difficult times for Alaska. In the early 1980s, the state was riding high on the crest of an oil boom. Since the slump in oil prices, however, it has been scrambling for other sources of revenue and is starting to gain some ground.

The figures from the last few years tell the story. On the negative side, unemployment was the second highest in 1987 at 10.8%. Taxes were also the second-highest at $17.04 per $100 of income. And, state and local tax revenue took a nose dive in 1987, decreasing 32.6%.

On the positive side, the level of new job growth was the sixth-highest in the nation in 1987 at 6.8%. Per capita income was the fourth-highest in 1986 at $17,796—the U.S. average that year was $14,641. From 1980 to 1987, there was a real boom in the state with a 30% population increase; the average U.S. increase was 7.4%.

The state is actively promoting itself: the advertising budget was $5.1 million in 1987, which was the seventh-largest state budget. Teachers in the state are far and away the highest paid in the nation; the average U.S. salary was $26,551 in 1986, and it was $43,970 in Alaska.

California. California is the sixth-largest economic power in the world, according to Dr. Tony Quinn, director of research at the state's Department of Commerce. In the past five years, its economy has grown 40%, to nearly $600 billion.

In 1987, tax conformity legislation was passed, which lowered the corporate rate to 9.3% and instituted new net-loss carryforward and Subchapter A write-offs. In other legislation, a tax credit for research and development was instituted.

Other new-business initiatives in 1987 included new offices opened in London and Tokyo; a new advertising campaign; and new brochures covering business incentives, environmental permitting, investing in California, and state taxes.

New facility openings in 1987 included Ford Aerospace, which created 1,800 jobs; Syra Company, which created 900 new jobs; Anderson Desk Company, which created 700 jobs; and Teledyne Corp., which created 425 new jobs.

Hawaii. Despite a lower-than-expected growth in tourism for 1987, Hawaii's economy continued to perform at a moderately robust pace. There was no clearly discernable change in the underlying forces driving the economy, and most economic forecasters have made only minor changes to their earlier projections of modest growth in 1988.

Tourism is the state's biggest industry, but it saw a decline in 1987, especially from mainland U.S. and Canada. This decline can be attributed to the weakening of the dollar and the increase in hotel rates. However, there was an increase in Japanese tourists, which helps the picture as they tend to spend more money.

Legislation passed in 1987 included a high-tech training program, an increase in the minimum wage from $3.35 an hour to $3.85 an hour, a cap on unemployment-insurance payments (for 1988 only), an increase in the capital-loan program, a boost in funding for tourism and business promotion, and one-stop permit processing for the film industry, among other things.

Oregon. After a stormy period in the early 1980s, Oregon seems to be recovering. The state's primary industry is lumber and wood products, and this industry gained 2,500 new jobs in 1987, which was the state's best year since 1980. Unemployment has decreased 0.9% since 1986 and is now at 6.2%.

Legislation in 1987 included a major reduction in the corporate excise tax from 7.5% to 6.6%. There was also a comprehensive revision of corporate law to simplify incorporation and to limit certain liabilities of directors.

Other activities last year included a major reorganization of state agencies and programs to better focus on economic development objectives. There was an increase in general funding and lottery proceeds to economic development programs. And, there were trade missions to Taiwan and Tokyo to sell Oregon goods and services.

Washington. All indications point to the fact that the state is experiencing an economic boom. Manufacturing employment increased 4.63% from Oct. 1986 to Oct. 1987, services employment was up 4.27%, and wholesale and retail trade employment was up 3.09%.

The aerospace industry brought a substantial increase in revenue and new jobs to the state in 1987. Boeing Company increased employment by 2,500. In addition, Everett is the new homeport for the nuclear aircraft carrier USS Nimitz and its support ships, and this is expected to generate $13.5 million in revenue in 1988.

The state moved up three notches from 1986 in *Inc.* magazine's 1987 "Annual Report on the States." This year's 24th-place ranking reflects a 15.84% increase in new jobs, a 2.01% increase in new businesses, and a 2.44% increase in fast-growing companies. These figures represent changes from 1983 to 1987. ☐

STATE INFORMATION:

Financial assistance to industry:
- Bonds & loans from Alaska Indus. Dev. & Exporting Auth. (AIDEA)
- Loans for advanced mineral exploration from Mining Loan Fund
- Assistance for development of mining access roads from Department of Natural Resources

Tax rates:
- Corporate income tax ... 15% on first $25,000 net income, 18% from $25,000 to $50,000, 30% from $50,000 to $75,000, 40% from $75,000 to $100,000, & 46% on taxable income over $100,000
- Personal property tax ... local; property assessed at 100% valuation & rates range from 0 to 23 mills.
- Sales tax ... local; rates vary from 0%-6%
- Incorporation fee ... $100 domestic, $200 foreign
- Franchise tax ... none
- Inventory tax ... local in some communities
- Gasoline tax ... Aviation gas .04% jet .025%; highway .08%; marine .05%

Advanced education facilities:
- Four-year colleges & universities ... 6
- Two-year or junior colleges ... 11
- Vocational & business schools ... several private & union

Medical facilities
- Hospitals ... 32
- Nursing homes ... 16
- Clinics ... 300 (incl. village health clinics)

Labor analysis:
- Civilian labor force ... 253,000 (1987)
- High-school grads ... 86%

For additional labor market information, contact Employ. Security Division, Dept. of Labor, P.O. Box 3-7000, Juneau, AK 99802, 907/465-2712

Environment controls:

Air & water pollution: Dennis Kelso, Cmsr., Dept. of Environ. Conservation, Pouch O, Juneau, AK 99811, 907/465-2600

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
ALASKA	400.5	551.7
Anchorage	173.0	239.5

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Anchorage	173.0	239.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
ALASKA	12.1	40.0	12.96

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALASKA	248.3	22.6	9.1

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	18.6	42.4	23.99
MANUFACTURING	11.8	40.7	12.19
Lumber & paper prods–SIC 24	2.2	45.0	15.21

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Anchorage 1-28

Railroads

1. Alaska Railroad Corp.

Airlines

2. Air France
3. Alaska Airlines
4. Alaska Arlns. Commuter-Era Aviation
5. Alaska Arlns. Commuter-Markair
6. Alaska Arlns. Commuter-Ryan Air
7. American
8. British Airways
9. China Airlines
10. Delta
11. Harbor Air
12. Hawaiian Airlines
13. Japan Air Lines
14. KLM
15. Lufthansa
16. Markair
17. Northwest
18. Peninsula Airways
19. Raven Air
20. Reeve Aleutian
21. Ryan Air
22. Sabena
23. SAS
24. Swissair
25. TWA
26. United
27. United Airlines-Southcentral Air
28. Wilburs, Inc.

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Anchorage — 1e, 2e, 3g

1. Anchorage Mun. Lt. & Pwr. Dept.
   1200 E. 1st Ave., Anchorage 99501
2. Chugach Elec. Assoc., Inc.
   5601 Minnesota Dr., Box 196300
   Anchorage 99519-6300
3. Enstar Natural Gas Co./Alaska Pipeline Co., 3000 Spenard Rd., Box 190288, Anchorage 99519

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Gem stones	NA	W
Gold — troy ozs. (recov. cont. of ores, etc.)	30,000	64,200
Sand & gravel (construction)	29,300	64,200
Stone (crushed)	2,000	9,000
Combined value of cement (portland), silver (1985), tin, and values indicated by symbol W		2,505
Total 1986 (preliminary)		86,775

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Anchorage	13	58	10816	0

DEVELOPMENT COUNSELORS:

State Development Agency

Merculieff, Larry
Division of Business Dev.
Office of Enterprise
Pouch D
Juneau, AK 99811
907/465-2017

Areas & Others

Anchorage
Yarzebinski, Joseph A.
Sr. Econ. Dev. Planner
Community Planning Dev.
P.O. Box 196650, 99519-6650
907/343-6496

CALIFORNIA

STATE INFORMATION:

Financial assistance to industry:
- Bonds for pollution control
- Employment training
- Enterprise zones
- Small business loans & loan guarantees
- Industrial development bonds

Tax rates:

Corporate income tax	9.3%
Personal income tax indexed	1%-9.3%
Sales tax	6%-7%
Inventory tax	none
Franchise & incorp. tax	NA
Gasoline tax	$.09/gal.

Advanced education facilities:

Four-year colleges & universities	123
Two-year or junior colleges	106
Vocational & business schools	2,500

Medical facilities:

Hospitals	581
Clinics	632

Labor analysis:

Civilian labor force	13,300,000
High school graduates	232,199

For additional labor market information, contact Employ. Dev. Dept., 800 Capital Mall, Sacramento, CA 95814

Environment controls:

Air & water pollution: Off. of Permit Assistance, 1400 10th St., Sacramento, CA 95814, 916/445-4831

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
CALIFORNIA	23,668.6	27,080.8
Alameda	63.9	75.9
Alhambra	64.6	73.0
Anaheim	221.8	243.6
Antioch	43.6	48.0
Arcadia	46.0	49.9
Azusa	29.4	NA
Bakersfield	105.6	151.8
Baldwin Park	50.6	60.8
Bell	25.5	NA
Bellflower	53.4	59.8
Bell Gardens	34.1	NA
Berkeley	103.3	109.2
Beverly Hills	32.4	NA
Brea	27.9	NA
Buena Park	64.2	68.1
Burbank	84.6	91.7
Burlingame	26.2	NA
Camarillo	37.7	NA
Campbell	27.1	NA
Carlsbad	35.5	NA
Carson	81.2	89.4
Cerritos	52.8	58.1
Chico	26.6	31.5
Chino	40.2	51.3
Chula Vista	83.9	128.3
Claremont	31.0	NA
Clovis	33.0	NA
Colton	27.4	NA
Compton	81.3	93.0
Concord	103.3	108.6
Corona	37.8	NA
Costa Mesa	82.3	89.6
Covina	33.8	NA
Culver City	38.1	NA
Cupertino	25.8	NA
Cypress	40.4	43.6
Daly City	78.5	83.2
Davis	36.6	40.8
Downey	82.6	86.9
El Cajon	73.9	85.9
El Monte	79.5	94.4
Escondido	62.5	81.7
Fairfield	58.1	68.0
Fontana	37.1	NA
Fountain Valley	55.1	56.1
Fremont	131.9	153.7
Fresno	218.2	288.7
Fullerton	102.0	111.7
Gardena	45.2	50.3
Garden Grove	123.4	135.2
Glendale	139.1	156.1
Glendora	38.7	NA
Hawthorne	56.4	61.4
Hayward	94.2	102.8
Huntington Beach	170.5	187.7
Huntington Park	46.2	52.7
Inglewood	94.2	103.4
Irvine	62.1	87.4
La Habra	45.2	49.4
Lakewood	74.7	78.0
La Mesa	50.3	54.0
La Mirada	41.0	43.1

CALIFORNIA

Lancaster	48.0	58.3
La Puente	30.9	NA
Livermore	48.3	54.1
Lodi	35.2	43.3
Lompoc	26.3	30.9
Long Beach	361.3	400.0
Los Altos	25.8	NA
Los Angeles	2,966.8	3,298.2
Los Gatos	26.6	NA
Lynwood	48.5	55.3
Manhattan Beach	31.5	NA
Menlo Park	25.7	NA
Merced	36.5	48.3
Milpitas	37.8	NA
Modesto	106.1	132.3
Monrovia	30.5	NA
Montebello	52.9	59.4
Monterey	27.6	30.2
Monterey Park	54.3	61.5
Mountain View	58.7	63.6
Napa	50.9	55.8
National City	48.8	58.3
Newark	32.1	NA
Newport Beach	63.5	68.8
Norwalk	85.2	91.0
Novato	43.9	45.8
Oakland	339.3	363.5
Oceanside	76.7	97.7
Ontario	88.8	115.8
Orange	91.8	101.8
Oxnard	108.2	129.0
Pacifica	36.9	NA
Palm Springs	32.3	31.3
Palo Alto	55.2	57.2
Paramount	36.4	NA
Pasadena	119.4	131.7
Petaluma	33.8	39.0
Pico Rivera	53.5	59.2
Pittsburg	33.0	NA
Placentia	35.0	NA
Pleasant Hill	25.1	NA
Pleasanton	35.2	NA
Pomona	92.7	112.7
Rancho Cucamonga	55.3	72.3
Rancho Palos Verdes	35.2	NA
Redding	42.0	50.7
Redlands	43.6	54.2
Redondo Beach	57.1	64.4
Redwood City	55.0	56.9
Rialto	35.6	NA
Richmond	74.7	79.9
Riverside	170.9	202.2
Rosemead	42.6	47.9
Roseville	24.3	31.3
Sacramento	275.7	329.5
Salinas	80.5	93.4
San Bernardino	118.1	143.3
San Bruno	35.4	NA
San Clemente	27.3	NA
San Diego	875.5	1,035.9
San Francisco	679.0	738.1
San Gabriel	30.1	NA
San Jose	636.6	715.1
San Leandro	64.0	68.0
San Luis Obispo	34.3	NA
San Mateo	77.6	82.2
San Rafael	44.7	45.7
Santa Ana	203.7	232.1
Santa Barbara	74.5	81.9
Santa Clara	87.7	91.9
Santa Cruz	41.5	46.7
Santa Maria	39.7	50.2
Santa Monica	88.3	96.2
Santa Rosa	83.2	97.0
Saratoga	29.3	NA
Seal Beach	26.0	NA
Seaside	36.6	39.4
Simi Valley	77.5	89.8
South Gate	66.8	80.3
South San Francisco	49.4	51.9
Stockton	149.8	187.7
Sunnyvale	106.6	113.4
Temple City	29.0	NA
Thousand Oaks	77.8	98.1
Torrance	131.5	141.4
Tulare	24.6	27.2
Turlock	26.3	33.6
Tustin	32.1	NA
Union City	39.4	NA
Upland	47.6	57.3
Vacaville	43.4	51.5
Vallejo	80.2	92.9
Ventura	74.5	88.3
Visalia	49.7	61.1
Vista	35.8	NA
Walnut Creek	53.6	61.0
West Covina	80.1	94.8
Westminster	71.1	76.0
Whittier	68.9	73.5
Woodland	30.2	34.8
Yorba Linda	28.3	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
*Anaheim-Santa Ana	1,931.6	2,177.3
Bakersfield	403.1	493.8
Chico	143.9	170.7
Fresno	515.0	588.8
*Los Angeles-Long Beach	7,477.7	8,312.3
Merced	134.6	166.8
Modesto	265.9	313.9
*Oakland	1,762.0	1,949.2
*Oxnard-Ventura	529.9	621.7
Redding	115.7	135.2
*Riverside-San Bernardino	1,557.1	2,005.4
Sacramento	1,014.0	1,304.8
Salinas-Seaside-Monterey	290.4	337.3
San Diego	1,861.8	2,217.7
*San Francisco	1,489.0	1,583.7
*San Jose	1,295.1	1,409.1
Santa Barbara-Santa Maria-Lompoc	298.7	338.1
*Santa Cruz	188.1	223.8
*Santa Rosa-Petaluma	299.8	348.6
Stockton	347.3	423.3
*Vallejo-Fairfield-Napa	334.4	388.8
Visalia-Tulare-Porterville	245.8	290.1
Yuba City	102.0	113.2

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
CALIFORNIA	2,099.9	40.2	10.84
Anaheim-Santa Ana	248.6	NA	NA
Los Angeles-Long Beach	901.6	NA	NA
San Diego	120.3	NA	NA
San Francisco	77.9	NA	NA
San Jose	262.9	NA	NA

*preliminary figures for production workers

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	482.3	NA	NA
MANUFACTURING	2,089.5	40.2	10.12
DURABLE GOODS	1,452.0	40.8	10.47
Lumber & wood prods.-SIC 24	56.3	40.3	9.36
Furniture & fixtures-SIC 25	59.4	40.1	7.45
Stone, clay, & glass prods.-SIC 32	51.0	41.3	11.53
Primary metal industries-SIC 33	41.6	42.1	10.14
Fabricated metal products-SIC 34	147.3	41.4	9.78
Machinery, except electrical-SIC 35	231.0	40.6	10.57
Electrical & electronic equip.-SIC 36	420.5	40.5	10.58
Transportation equipment-SIC 37	296.1	41.3	12.59
Instruments & related prods.-SIC 38	113.4	40.0	9.69
Misc mfg. inds-SIC 39	35.5	39.5	7.43

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
CALIFORNIA	13,835.7	770.6	5.6
Anaheim-Santa Ana	1,301.5	43.2	3.3
Bakersfield	229.5	23.9	10.4
Fresno	284.3	30.2	10.6
Los Angeles-Long Beach	4,275.0	253.0	5.9
Modesto	149.1	15.8	10.6
Oakland	1,044.7	48.2	4.6
Oxnard-Ventura	334.8	19.0	5.7
Riverside-San Bernardino	912.3	54.3	5.9
Sacramento	678.8	36.4	5.4
Salinas-Seaside-Monterey	154.7	10.3	6.7
San Diego	1,066.2	49.9	4.7
San Francisco	879.4	30.9	3.5
San Jose	796.4	33.0	4.1
Santa Barbara-Santa Maria-Lompoc	177.6	7.5	4.2
Santa Rosa-Petaluma	188.4	7.8	4.2
Stockton	186.8	17.3	9.3
Vallejo-Fairfield-Napa	191.8	10.5	5.5

*preliminary figures

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Boron minerals	658	430,777
Cement (portland)	9,800	622,900

Clays (excl. fire clay)	2,158	24,609
Gem stones	NA	W
Gold —troy ozs. (recov. cont. of ores, etc.)	440,479	162,532
Gypsum	1,474	11,500
Lime	305	20,577
Pumice	52	1,307
Sand & gravel:		
Construction	133,500	502,500
Industrial	2,320	42,600
Silver — thou. troy ozs. (recov. cont. of ores, etc.)	W	W
Stone:		
Crushed	38,500	159,300
Dimension	23	2,582
Talc and pyrophyllite	59	1,394
Combined value of asbestos, calcium chloride, cement (masonry), clays (fire clays), copper, feldspar, iron ore (usable), magnesium compounds, molybdenum, peat, perlite, potassium salts, rare-earth metal concentrates, sodium carbonate, sodium sulfate (natural), tungsten ore & concentrate, and value indicated by symbol W		261,899
Total 1986 (preliminary)		2,309,517

* thousand short tons except as noted

W withheld to avoid disclosing company proprietary data

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Alameda 1, 5 ,6 (Oakland)
Alhambra 5 (Burbank)
Anaheim 1, 5, 6 (Orange County)
Antioch 1, 5 (Concord)
Arcadia 1 (Burbank)
Azusa 1, 5 (Ontario)
Bakersfield 1, 5, 21, 22, 32, 34, 74, 75
Baldwin Park 5 (Ontario)
Bell 1, 5, 6 (Los Angeles)
Bell Gardens (Los Angeles)
Bellflower 5 (Long Beach)
Berkeley 1, 5 (Oakland)
Beverly Hills (Los Angeles)
Brea 5 (Orange County)
Buena Park 1, 5 (Long Beach)
Burbank 5, 9, 13, 15, 21-23, 32-34, 46, 50, 58, 65, 68, 73-75
49, 52, 60, 64, 73, 74, 78-80
Burlingame 5 (San Francisco)
Camarillo 5 (Oxnard)
Campbell 5 (San Jose)
Carlsbad (San Diego)
Carson 1, 5, 6 (Long Beach)
Cerritos (Long Beach)
Chico 5, 6, 75
Chino 5 (Ontario)
Chula Vista (San Diego)
Claremont 1, 5 (Ontario)
Clovis 5 (Fresno)
Colton 1, 5, 6 (Ontario)
Compton 5 (Long Beach)
Concord 5, 54, 58
Corona 1 (Ontario)
Costa Mesa 5 (Orange County)
Covina 5 (Ontario)
Culver City 5 (Los Angeles)
Cupertino (San Jose)
Cypress 5 (Long Beach)
Daly City (San Francisco)
Davis 5 (Sacramento)
Downey 5 (Long Beach)
El Cajon (San Diego)
El Monte 5 (Ontario)
Escondido 1 (Carlsbad)
Fairfield (Oakland)
Fontana 1, 5 (Ontario)
Fountain Valley (Orange County)
Fremont 6 (San Jose)
Fresno 1, 5, 22, 32-34, 54, 58, 65, 74, 75
Fullerton 1, 5, 6 (Orange County)
Garden Grove 5 (Orange County)
Gardena 5 (Los Angeles)
Glendale 5, 6 (Burbank)
Glendora 1 (Ontario)
Hawthorne 1, 5 (Los Angeles)
Hayward 5, 6 (Oakland)
Huntington Beach (Orange County)
Huntington Park 1, 5, 6 (Los Angeles)
Inglewood 1 (Los Angeles)
Irvine 1 (Orange County)
La Habra 5, 6 (Long Beach)
La Mesa (San Diego)
La Mirada 1, 5 (Long Beach)
La Puente (Ontario)
Lakewood 6 (Long Beach)
Lancaster 5 (35, 72, through Palmdale)
Livermore 5, 6 (Oakland)
Lodi 5 (Stockton)
Lompoc 5 (Santa Maria)
Long Beach 1, 5, 6, 15, 21, 23, 33, 46, 58, 69, 73, 74
Los Altos (San Jose)
Los Angeles 1-15, 17-29, 31-53, 55-59, 61-63, 65-78, 80
Los Gatos (San Jose)
Lynwood (Los Angeles)
Manhattan Beach (Los Angeles)
Menlo Park 5 (San Jose)
Merced 1, 5, 75
Milpitas 5, 6 (San Jose)
Modesto 1, 5, 6, 22, 75
Monrovia 1 (Burbank)
Montebello 1, 6 (Los Angeles)
Monterey 22, 34, 58, 74, 75
Monterey Park 5 (Burbank)
Mountain View 5 (San Jose)
Napa 5 (Santa Rosa)
National City 1 (San Diego)

Area Wage Survey

Average straight-time hourly earnings

	Anaheim-Santa Ana-Garden Grove 9/86	Los Angeles-Long Beach 10/86	Fresno 6/86	San Diego 12/85	San Francisco-Oakland 3/86	San Jose 3/86	Sacramento 12/85
Office, professional, & technical							
Payroll clerks $	8.24	9.54	7.34	7.33	9.55	9.67	8.09
Accounting clerks	8.16	9.10	7.30	7.10	9.42	8.90	8.19
File clerks	5.78	6.96	6.25	5.97	6.77	5.34	4.35
Typists	6.43	8.14	6.14	7.04	7.47	8.89	6.77
Key entry operators	7.76	7.85	6.77	6.60	8.54	9.11	6.96
Secretaries	10.36	11.27	8.72	9.25	10.71	10.99	9.81
Stenographers	9.65	10.38	NA	8.28	10.10	NA	NA
Switchbd opr-receptionists	6.89	7.32	6.13	5.92	7.63	7.24	6.04
Word processors	8.86	9.57	7.51	NA	9.88	10.04	NA
Drafters	11.88	11.84	8.23	10.16	13.74	11.76	11.64
Electronics technicians	14.13	14.33	13.80	11.10	14.45	12.34	15.09
Computer operators	9.64	10.63	9.35	9.13	10.19	10.71	8.95
Computer programmers (business)	14.19	14.38	12.23	12.36	15.05	15.33	11.71
Computer systems analysts	17.00	18.61	NA	16.21	17.67	18.11	14.58
Maintenance & powerplant							
Carpenters	12.11	14.26	NA	13.41	17.43	NA	NA
Electricians	13.67	14.77	13.34	14.56	16.47	15.95	14.01
Engineers, stationary	NA	16.20	NA	NA	16.43	16.11	14.46
Machinists	12.83	15.75	12.52	13.82	16.03	NA	14.65
Mechanics (machinery)	12.06	13.93	12.04	13.25	14.98	15.89	12.80
Tool & die makers	13.39	15.15	NA	13.79	17.23	17.06	NA
Custodial & material movement							
Guards	6.33	5.67	NA	4.99	5.79	6.34	5.52
Janitors, porters, & cleaners	5.45	5.72	5.34	5.21	8.74	7.10	6.51
Laborers, mat'l handling	7.89	8.88	9.08	8.51	10.29	NA	9.37
Shippers & receivers	8.14	8.73	8.22	7.11	10.51	8.33	NA
Truckdrivers	10.79	11.92	11.30	12.85	13.57	13.32	12.81
Forklift operators	10.37	11.00	9.71	11.05	12.70	10.48	11.20

CALIFORNIA

Newark 5 (San Jose)
Newport Beach (Orange County)
Norwalk 5 (Long Beach)
Novato 5 (Oakland)
Oakland 1-6, 15, 19, 21-23, 32, 33, 58, 64, 65, 70, 74, 75
Oceanside 1 (San Diego)
Ontario 5, 6, 13, 15, 21, 23, 32-34, 58, 67, 68, 70, 73-75
Orange County 1, 5, 15, 21-23, 32-34, 50, 53, 58, 60, 68, 72-75
Oxnard 5, 34, 72, 75
Pacifica (San Francisco)
Palm Springs 5, 15, 21, 22, 32-34, 60, 73-75
Palo Alto 5 (San Jose)
Paramount 5, 6 (Long Beach)
Pasadena 1, 5 (Burbank)
Petaluma 5 (Oakland)
Pico Rivera 1, 5, 6 (Los Angeles)
Pittsburg 1, 5, 6 (Concord)
Placentia 1 (Orange County)
Pleasant Hill (Concord)
Pleasanton 5, 6, 64
Pomona 1, 5, 6 (Ontario)
Rancho Palos Verde (Los Angeles)
Redding 5, 22, 74, 75
Redlands 1, 5 (Ontario)
Redondo Beach (Los Angeles)
Redwood City 5 (San Francisco)
Rialto 1, 5 (Ontario)
Richmond 1, 5 (Oakland)
Riverside 1, 5, 6 (Ontario)
Rosemead 5 (Burbank)
Sacramento 5, 6, 16, 21-23, 32-34, 53, 58, 74, 75
Salinas 5 (Monterey)
San Bernardino 1, 5, 6 (Ontario)
San Bruno 5 (San Francisco)
San Clemente 1 (Orange County)
San Diego 1, 15, 19-23, 25, 32-34, 36, 53, 55, 57, 58, 62, 65, 67-70, 73-76
San Francisco 1, 3, 5, 6, 9-11, 15, 19, 21-23, 25, 26, 28-34, 36, 41, 43, 48, 51, 53, 55-59, 64-67, 70, 71, 73-77
San Gabriel 5 (Burbank)
San Jose 5, 6, 15, 19, 21-23, 32-34, 58, 73, 74
San Leandro 5, 6 (Oakland)
San Luis Obispo 5, 22, 34, 75, 79
San Mateo 5 (San Francisco)
San Rafael 5 (Oakland)
Santa Ana 1, 5 (Orange County)
Santa Barbara 5, 21, 22, 32, 34, 72, 74, 75
Santa Clara 5 (San Jose)
Santa Cruz 5 (San Jose)
Santa Maria 22, 34, 75, 79
Santa Monica 5 (Los Angeles)
Santa Rosa 5, 75
Saratoga (San Jose)
Seal Beach 5 (Long Beach)
Seaside 5 (Monterey)
Simi Valley 5 (Oxnard)
South Gate 5, 6 (Los Angeles)
South San Francisco 5 (San Francisco)
Stockton 1, 3, 5, 6, 32, 54, 58, 75
Sunnyvale 5 (San Jose)
Temple City 5 (Burbank)
Thousand Oaks (Oxnard)
Torrance 1, 5 (Los Angeles)
Turlock 5, 6 (Modesto)
Tustin 1 (Orange County)
Union City 5, 6 (Oakland)
Upland 1, 5 (Ontario)
Vacaville 5, 6 (Sacramento)
Vallejo 5 (Oakland)
Ventura 5 (Oxnard)
Visalia 1, 5, 22
Vista 1 (San Diego)
Walnut Creek (Concord)
West Covina 5 (Ontario)
Westminster 5 (Orange County)
Whittier 5, 6 (Long Beach)
Woodland 5, 6 (Sacramento)
Yorba Linda (Orange County)

Railroads

1. Atchison, Topeka & Santa Fe
2. Chicago and North Western Transportation Co.
3. Illinois Central Gulf Railroad
4. Saint Louis Southwestern Railway
5. Southern Pacific Lines
6. Union Pacific

Airlines

7. Aerolineas Argentinas
8. Aeromexico
9. Air America
10. Air Canada
11. Air France
12. Air Jamaica
13. Air LA
14. Air New Zealand
15. Alaska Airlines
16. Alaska Airlines Commuter-Horizon Airlines
17. Alitalia
18. All Nippon Airways
19. Alpha Air
20. Alpha Air-Royal West Airlines
21. American
22. American Eagle
23. America West
24. Avianca
25. Braniff
26. British Airways
27. British Caledonian
28. CAAC
29. Canadian Airlines Intl. Ltd.
30. Cathay Pacific
31. China Airlines
32. Continental
33. Delta
34. Delta Connection-Sky West Airlines
35. Desert Sun
36. Eastern
37. Ecuatoriana
38. El Al
39. Finnair
40. Garuda Indonesian
41. Hawaiian Airlines
42. Iberia
43. Japan Air Lines
44. KLM
45. Korean Air
46. LA Helicopter
47. Lacsa
48. Lufthansa
49. Malaysian Airline
50. Mammouth Air Shuttle
51. Mexicana
52. MGM Grand Air
53. Northwest
54. Northwest Airlink
55. Pan American
56. Phillippine Airlines
57. Piedmont
58. PSA Pacific Southwest
59. Qantas
60. Resort Commuter
61. Royal Jordanian
62. Royal West Airlines
63. SAS
64. SFO Helicopter Airlines, Inc.
65. Sierra Mountain Airways
66. Singapore Airlines
67. Southwest Airlines
68. Stateswest Airlines
69. Sun Pacific Airlines
70. Sunworld Int'l Airways
71. TACA
72. Trans World Express-Resort Commuter
73. TWA
74. United
75. United Express-Westair Commuter
76. USAir
77. UTA
78. Varig
79. Wings West
80. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alameda — 1e, 12g
Alhambra — 20e, 21g
Anaheim — 2e, 20e, 21g
Antioch — 12eg
Arcadia — 20e, 21g
Azusa — 3e, 20e, 21g
Bakersfield — 12eg
Baldwin Park — 20e, 21g
Bell Gardens — 20e, 21g
Bellflower — 20e, 21g
Berkeley — 12eg
Beverly Hills — 20e, 21g
Brea — 20e
Buena Park — 20e, 21g
Burbank — 4e, 21g
Burlingame — 12eg
Camarillo — 20e
Carlsbad — 18eg
Carson — 20e, 21g
Cerritos — 20e
Chico — 12eg
Chino — 20e
Chula Vista — 18eg
Claremont — 20e
Clovis — 12eg
Colton — 5e, 20e
Compton — 20e, 21g
Concord — 12eg
Corona — 20e, 21g
Costa Mesa — 20e, 21g
Covina — 20e, 21g
Culver City — 20e, 21g
Cupertino — 12eg
Cypress — 20e, 21g
Daly City — 12eg
Davis — 12eg
Downey — 20e, 21g
El Cajon — 18eg
El Monte — 20e, 21g
Escondido — 18eg
Fairfield — 12eg
Fontana — 20e
Fountain Valley — 20e, 21g
Fremont — 12eg
Fresno — 12eg
Fullerton — 20e, 21g
Garden Grove — 20e, 21g
Gardena — 20e, 21g
Glendale — 6e, 21g
Glendora — 20e, 21g
Hawthorne — 20e, 21g

Hayward — 12eg
Huntington Beach — 20e, 21g
Huntington Park — 20e, 21g
Inglewood — 20e, 21g
La Habra — 20e, 21g
La Mesa — 18eg, 21g
La Mirada — 20e, 21g
La Puente — 20e, 21g
Lakewood — 20e, 21g
Lancaster — 20e, 21g
Livermore — 12eg
Lodi — 7e, 12g
Lompoc — 8e, 21g
Long Beach — 20e, 9g
Los Altos — 12eg
Los Angeles — 10e, 21g
Los Gatos — 12eg
Lynwood — 20e, 21g
Manhattan Beach — 20e, 21g
Menlo Park — 12eg
Merced — 12eg
Milpitas — 12eg
Modesto — 11e, 12g
Monrovia — 20e, 21g
Montebello — 20e, 21g
Monterey — 12eg
Monterey Park — 20e, 21g
Mountain View — 12eg
Napa — 12eg
National City — 18eg
Newark — 12eg
Newport Beach — 20e, 21g
Norwalk — 20e, 21g
Novato — 12eg
Oakland — 12eg
Oceanside — 18eg
Ontario — 20e, 21g
Orange — 20e, 21g
Oxnard — 20e, 21g
Pacifica — 12eg
Palm Springs — 20e
Palo Alto — 13eg, 12g
Paramount — 20e, 21g
Pasadena — 14e, 21g
Petaluma — 12eg
Pico Rivera — 20e, 21g
Pittsburg — 12eg
Placentia — 20e
Pleasant Hill — 12eg
Pleasanton — 12eg
Pomona — 20e, 21g
Rancho Cuccamonga — 20e
Redding — 15e, 12g
Redlands — 20e, 21g
Redondo Beach — 20e, 21g
Redwood City — 12eg
Rialto — 20e, 21g
Richmond — 12eg
Riverside — 16e, 20e, 21g
Rosemead — 20e, 21g
Sacramento — 17e, 12g
Salinas — 12eg
San Bernardino — 20e, 21g
San Bruno — 12eg
San Clemente — 18eg
San Diego — 18eg
San Francisco — 12eg
San Gabriel — 20e, 21g
San Jose — 12eg
San Leandro — 12eg
San Luis Obispo — 12e, 21g
San Mateo — 12eg
San Rafael — 12eg
Santa Ana — 20e, 21g
Santa Barbara — 20e, 21g
Santa Clara — 19e, 12g
Santa Cruz — 12eg
Santa Maria — 12e, 21g
Santa Monica — 20e, 21g
Santa Rosa — 12eg
Saratoga — 12eg
Seal Beach — 20e
Seaside — 12eg
Simi Valley — 20e, 21g
South Gate — 20e, 21g
South San Francisco — 12eg
Stockton — 12eg
Sunnyvale — 12eg
Temple City — 20e, 21g
Thousand Oaks — 20e, 21g
Torrance — 20e, 21g
Turlock — 22e, 12g
Tustin — 20e, 21g
Union City — 12eg
Upland — 20e, 21g
Vacaville — 12eg
Vallejo — 12eg
Ventura — 20e, 21g
Visalia — 20e, 21g
Vista — 18eg
Walnut Creek — 12eg
West Covina — 20e, 21g
Westminster — 20e, 21g
Whittier — 20e, 21g
Woodland — 12eg

1. Alameda Bureau of Electricity
   2000 Grand St., P.O. Drawer H
   Alameda 94501
2. Anaheim Public Utilities Dept.
   200 S. Anaheim Blvd., Anaheim
   92805
3. Azusa Lt. & Water Dept.
   777 N. Alameda Ave., Azusa 91702
4. Burbank Public Service Dept.
   164 W. Magnolia Blvd., Burbank
   91503
5. Colton Electric Utility Dept.
   650 N. La Cadena Dr., Colton 92324
6. Glendale Public Service Dept.
   119 N. Glendale Ave., Glendale
   91206
7. Lodi Munic. Elec. System
   221 W. Pine St., Call Box 3006, Lodi
   95241
8. Lompoc Electrical Utility Services
   100 Civic Center Pl., Lompoc 93438
9. Long Beach Gas Dept.
   2400 E. Spring, Long Beach 90806
10. Los Angeles Dept. of Wt. & Pwr.
    Box 111, Los Angeles 90051
11. Modesto Irrigation Dist.
    1231 11th St., Box 4060, Modesto
    95352
12. Pacific Gas & Electric Co.
    77 Beale St., San Francisco 94106
13. Palo Alto Utilities
    250 Hamilton Ave., Palo Alto 94301
14. Pasadena Water and Power Dept.
    100 N. Garfield Ave., Pasadena
    91109
15. Redding Electric Dept.
    760 Parkview Ave., Redding 96001
16. Riverside Utilities Dept.
    3900 Main St., Riverside 92522
17. Sacramento Municipal Utility Dist.
    6201 S St., Box 15830, Sacramento
    95813
18. San Diego Gas & Electric Co.
    101 Ash St., San Diego 92101
19. Santa Clara Elec. Dept.
    1500 Warburton Ave., Santa Clara
    95050
20. Southern California Edison Co.
    P.O. Box 800, Rosemead 91770
21. Southern California Gas Co.
    810 S. Flower St., Los Angeles
    90017
22. Turlock Irrigation District
    333 E. Canal Dr., Box 949, Turlock
    95381

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bakersfield	48	85	2128	2347
Berkeley	50	62	2951	91
Chula Vista	53	67	2074	385
Corona	53	75	1795	1225
Culver City	57	69	1517	770
Escondido	52	73	2006	980
Fresno	46	81	2647	1769
La Mesa	55	72	1567	986
Lodi	45	74	2861	1001
Long Beach	55	73	1485	1091
Los Angeles	56	69	1595	728
Modesto	46	77	2671	1287
Napa	48	68	2749	416
Newport Beach	54	67	1954	371
Oakland	49	64	2877	174
Oxnard	55	66	2068	357
Palo Alto	48	66	2891	275
Pasadena	55	75	1550	1299
Pomoma	52	75	1972	1191
Redlands	52	78	1992	1571
Redwood City	49	68	2600	432
Riverside	53	77	1818	1471
Sacramento	45	76	2772	1198
San Bernardino	53	79	1777	1718
San Diego	57	70	1284	842
San Francisco	49	62	3161	115
San Gabriel	55	75	1532	1281
San Jose	50	69	2439	498
Santa Ana	56	72	1430	1089
Santa Barbara	54	67	1993	393
Santa Cruz	49	63	3136	95
Santa Maria	51	62	3054	76
Santa Monica	56	66	1873	438
Santa Rosa	47	67	2980	382
Stockton	45	78	2674	1032
Torrance	55	69	1719	677
Visalia	46	81	2460	1804

DEVELOPMENT COUNSELORS:

State Development Agency

Rinehart, James R., Dir.
Office of Business Development
Calif. Dept. of Commerce
1121 L. St., #600
Sacramento, 95814
916/322-5665

Areas & Others

Bakersfield
Williams, Larry
Tenneco Realty Dev. Corp.
Box 9380, 93389-9380
805/835-6039

Chico
Taylor, Audrey E.
Tri. County Econ. Dev. Corp
The Business Center
P.O. Box 6250, 95927
916/893-8732

Escondido
Spalding, Ross, Comm. Relation Mgr.
San Diego Gas & Electric
750 N. Citracado Pkwy, 92025
619/490-7674

Fresno
Quiring, John E., Pres.
Fresno Cty. Econ. Dev. Corp.
2310 Tulare St., Ste. 235, 93721
209/233-2564

Graves, Edward F., Dpty. City Mgr.
City of Fresno
2300 Tulare St., 93721
209/488-4503

Hanford
Thiebaux, Brian
Crown Dev. Corp.
1222 West Lacey Blvd., Ste. 101, 93230
209/582-4326

Long Beach
Cunningham, Hank, Dir.
Long Beach Community Dev. Dept.
333 West Ocean Blvd., 90802
213/590-6487

Los Angeles
Christman, E.W. Chris, Dir./RE Oper.
Upland Industries Corp.
2143 East "D" St., Ste. 220, 91764
714/986-4648

Colton, Michael J., C.I.D., Econ. Dev. V.P.
Los Angeles Area Chamber of Comm.
404 S. Bixel St., 90017
213/629-0631

Madera
Taubert, James E., Exec. Dir.
Madera Cty. Ind. Dev. Cmsn.
425 N. Gateway Dr., 93637
209/675-7768

Marysville
Hart, Tom W., Ind. Dev. Dir
Cty. of Yuba Ind. Dev. Dept.
Yuba Cty. Airport
1482 Sky Harbor Dr., 95901
916/741-6248

Ontario
Steinhaus, Tim, Dpty. Exec. Dir.
Ontario Office of Econ. Dev.
City Hall, 303 E. B St., 91764
714/986-1151

Riverside
Albright, Stephen, Pres.
Keep Riverside Ahead
3750 University Ave., Ste. 260, 92501
714/781-9000

McCullough, Mikel L., V.P.
T & S Development, Inc.
5225 Canyon Crest Dr.
Bldg. 100, 92507
714/686-1424

San Diego
Pegg, Dan, Pres.
San Diego Econ. Dev. Corp.
701 B. St., 92101
619/234-8484

San Francisco
Ditz, William W., Pres.
Standard Realty & Dev. Co.
One Kaiser Plz., Ste 901,
Ordway Bldg., 94612
415/832-7310

Clarke, Michael T.
Pacific Gas & Electric
123 Mission St., Rm. H2631, 94106
415/973-3073

Stockton
Lange, Sylvin R., C.I.D., Exec. Dir.
San Joaquin Cty. Econ. Dev. Assn.
709 N. Center St., 2A, 95202
209/465-5931

Tracy
Birdsall, Roger, Dir.
Tracy Econ. Dev. Corp.
803 Central Ave., 95376
209/835-3948

Vacaville
Mktg. Dir.
Cheveron Land & Dev. Co.
3333 Vaca Valley Pkwy, 95688
707/446-3333

Vallejo
da Silva, Alvaro, Dir.
Vallejo Econ. Dev. Corp.
P.O. Box 3068, 94590
707/648-4444

Visalia
Braulik, Robert K., Fin. Resources Dir.
Tulare Cty. Econ. Dev. Corp.
2380 W. Whitendale, 93278
209/627-0766

STATE INFORMATION:

Financial assistance to industry:
- Agricultural Loan Program
- Aquacultural Loan Program
- Credit from excise tax for tax on capital goods
- Enterprise zones (tax breaks)
- Hawaii Capital Loan Program
- New Industry Training Fund

Tax rates:

Corporate income tax	4.4%-6.4%
Personal income tax	2.25%-10%
Excise tax	0.5%
Incorp. tax	Domestic corps.: $50 fee. Foreign corps.: $50 qualifications fee, plus $100 annual license fee.
Franchise filing fee	$50
Inventory tax	NA
Gasoline tax	$.15-$.225/gal.

Advanced education facilities:

Four-year colleges & universities	7
Two-year or junior colleges	7
Vocational & business schools	62

Medical facilities:

Hospitals	119
Clinics	57

Labor analysis:

Civilian labor force	489,000 (1986)
High school graduates	12,468

For additional labor market information, contact Dept. of Labor & Ind. Relations, P.O. Box 3680, Honolulu, HI 96811, 808/548-6468

Environment controls:

Air & water pollution: State Office of Environ. Quality Control, State Health Dept., 465 South King St., Room 104, Honolulu, HI 96813, 808/548-6915

U.S. Environ. Protection Agency Office, Room 1302, Prince Kuhio Federal Bldg., Honolulu, HI 96850, 808/546-8910

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
HAWAII	965.0	1,077.6
Ewa	190.0	NA
Hilo	37.0	NA
Honolulu	365.0	395.7
Koolaupoko	109.4	NA
Wahiawa	41.6	NA
Waianae	32.8	NA

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Honolulu	762.9	830.3

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
HAWAII	22.1	40.1	9.47
Honolulu	16.4	39.1	9.69

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
HAWAII	503.1	19.1	3.8
Honolulu	377.2	13.1	3.5

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	17.0	36.6	17.14
MANUFACTURING	21.8	37.4	8.65
DURABLE GOODS	3.6	NA	NA
Lumber & furniture-SIC 24	0.7	NA	NA
Stone, clay & glass prods.-SIC 32	1.0	NA	NA

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Hilo	71	75	0	3134
Honolulu	73	80	0	4389
Kaneohe	71	77	0	3329

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Ewa (Honolulu)
Hilo 5, 8, 12, 15, 18
Honolulu 1-7, 9-29
Wahiawa (Honolulu)
Waianae (Honolulu)

Airlines

1. Air America
2. Air Molokai-Tropic Airlines
3. Air New Zealand
4. Air Tungaru
5. Aloha Airlines
6. Aloha Airlines-Princeville Airways
7. American
8. Big Island Air
9. Canadian Airlines Intl. Ltd.
10. China Airlines
11. Continental
12. Continental Express-Mid Pacific Airlines
13. Delta
14. Garuda Indonesian
15. Hawaiian Airlines
16. Japan Air Lines
17. Korean Air
18. Mid Pacific Airlines
19. Northwest
20. Northwest Airlink
21. Pan American
22. Panorama Air
23. Philippine Airlines
24. Princeville Airways
25. Qantas
26. Singapore Airlines
27. TWA
28. United
29. UTA

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Hilo — 1g
Honolulu — 2e, 1g
Koolaupoko — 1g
Wahiawa — 1g
Waianae — 1g

1. Gasco Inc.
   P.O. Box 3379, Honolulu 96842
2. Hawaiian Elec. Co., Inc.
   900 Richards St., Honolulu 96813

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Portland	300	23,100
Masonry	10	860
Gem stones	NA	W
Sand & gravel (construction)	400	2,100
Stone (crushed)	400	2,100

Combined value of gem stones (1986), lime, pumice, and values indicated by symbol W 262
Total 1986 (preliminary) 68,422

* thousand short tons
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Ulveling, Roger A., Dir.
Dept. of Bus. & Econ. Dev.
P.O. Box 2350
Honolulu, HI 96850
808/548-3072

Areas & Others

Honolulu

Sexton, Frederick A., Pres.
Econ. Dev. Corp. of Honolulu
Pacific Tower, Ste. 855
1001 Bishop St., 96813
808/545-4533

Vieira, Robert L., Dir., Area Dev.
Hawaiian Electric, Co.
P.O. Box 2750, 96840-0001
808/548-4494

Kailua-Kona

Taylor, Clinton, Exec. Dir.
Hawaii Island Econ. Dev. Bd.
75-5737 Kuakini Hwy.
Suite 206, 96740
808/329-4713

Lihue

Pratt, David W., Pres.
Kauai Econ. Dev. Bd., Inc.
c/o Grove Farm Co., Inc.
Puhi Rural Brand, 96766
808/245-2822

STATE INFORMATION:

Financial assistance to industry:
- Tax incentives
- Industrial development revenue bonds
- Port revolving loan fund
- Business development loan fund
- Site specific infrastructure grants
- Enterprise zone
- Oregon stabilization & conversion fund
- Oregon Resource & Technology Corp.

Tax rates:
Corp. excise tax ....7.5% of net income
Personal income tax 4.2%-10.8%
Sales tax...none
Franchise & incorp. tax ....$20-$400
Inventory tax ....none
Gasoline tax .... $.09/gal.

Advanced education facilities:
Four-year colleges & universities 30
Two-year or junior colleges...............13
Vocational & business schools........80

Medical facilities:
Hospitals...82
Clinics...NA

Labor analysis:
Civilian labor force..... 1,335,000 (1984)
High-school grads......... 75.8% of pop. 18 & over

For additional labor market information, contact Employ. Div., 875 N.E. Union St., Salem, OR 97310, 503/378-3220

Environment controls:
Air & water pollution: Dept. of Environ. Quality, 522 SW 5th, Portland, 97204, (503) 229-5696

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
OREGON	2,632.7	2,726.8
Albany	26.5	NA
Beaverton	30.6	NA
Corvallis	41.0	40.0
Eugene	105.6	105.1
Gresham	33.0	NA
Hillsboro	27.7	NA
Medford	39.6	43.7
Portland	366.4	408.9
Salem	89.2	93.8
Springfield	41.6	40.0

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Eugene- Springfield	275.2	266.4
Medford	132.5	141.3
*Portland	1,106.0	1,159.3
Salem	249.9	262.2

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
OREGON	205.5	38.9	10.47
Eugene—Springfield	19.4	37.8	10.63
Portland	93.9	39.4	10.83
Salem	15.5	37.8	8.57

*preliminary figures for production workers

Area Wage Survey

Average straight-time hourly earnings

	Portland, OR/WA 6/86
Office, professional, & technical	
Payroll clerks	$ 8.48
Accounting clerks	7.77
File clerks	5.62
Typists	6.61
Key entry operators	7.14

Secretaries	9.89
Switchbd opr-recept's	6.87
Word processors	7.83
Drafters	9.88
Computer operators	9.09
Computer programmers	12.57
Computer systems analysts	16.78
Maintenance & powerplant	
Carpenters	13.12
Electricians	14.62
Engineers, stationary	14.03
Machinists	13.81
Mechanics (machinery)	13.67
Tool & die makers	14.60
Custodial & material movement	
Guards	4.98
Janitors, porters & cleaners	6.66
Laborers, mat'l handling	10.37
Shippers & receivers	11.08
Truckdrivers	12.09
Forklift operators	10.56

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
OREGON	1,375.3	76.8	5.6
Eugene-Springfield	137.0	7.9	5.8
Portland	625.8	30.8	4.9
Salem	128.0	6.8	5.3

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	32.1	35.5	13.89
MANUFACTURING	199.9	38.7	10.49
DURABLE GOODS	145.3	39.3	10.67
Lumber & wood prods.-SIC 24	63.5	39.5	11.14
Furniture & fixtures-SIC 25	2.7	36.8	7.93
Stone, clay, & glass prods.-SIC 32	3.0	NA	NA
Primary metal industries-SIC 33	8.8	41.4	11.95
Fabricated metal products-SIC 34	11.1	39.1	9.88
Machinery, except electrical-SIC 35	15.7	39.3	10.61
Electrical & electronic equip.-SIC 36	14.1	NA	NA
Transportation equipment-SIC 37	9.4	NA	NA
Instruments & related prods.-SIC 38	14.5	NA	NA
Misc. mfg. industries-SIC 39	2.5	NA	NA

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Albany 1, 5 (Eugene)
Beaverton 1, 5 (Portland)
Corvallis 5 (Salem)
Eugene 1, 4, 5, 8, 9, 11, 17, 21
Gresham (Portland)
Hillsboro 1, 5 (Portland)
Medford 5, 8, 11, 17, 21, 22
Portland 1-3, 5-22
Salem 1, 5, 8
Springfield 5 (Eugene)

Railroads

1. Burlington Northern R.R. Co.
2. Chicago and Northwestern Transportation
3. Illinois Central Gulf Railroad
4. Saint Louis Southwestern Railway
5. Southern Pacific Lines
6. Union Pacific System

Airlines

7. Alaska Airlines
8. Alaska Airlines Commuter-Horizon Airlines
9. American
10. America West
11. Continental
12. Delta
13. Eastern
14. Hawaiian Airlines
15. Northwest
16. Northwest Airlink
17. PSA Pacific Southwest
18. San Juan Airlines
19. Sunworld Intl. Airways
20. TWA
21. United
22. United Express-NPA

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Corvallis	39	66	4987	202
Eugene	40	67	4799	261
Medford	38	73	4798	645
Portland	39	68	4691	332
Salem	39	66	4974	238

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Albany — 4e, 3g
Beaverton — 5e, 3g
Corvallis — 4e, 3g
Eugene — 2e, 3g
Gresham — 5e, 3g
Hillsboro —5e, 3g
Medford — 4e, 1g
Portland — 4e, 5e, 3g
Salem — 5e, 3g
Springfield — 6e, 3g

1. CP National Corp.
   2121 N. California Blvd., Ste. 400,
   Walnut Creek, CA 94596-8192
2. Eugene Water & Elec. Bd.
   500 E. 4th Ave., Box 10148, Eugene
   97440
3. Northwest Natural Gas Co.
   220 N.W. 2nd Ave., Portland 97209
4. Pacific Power & Light Co.
   920 S.W. 6th Ave., Portland 97204
5. Portland General Electric Co.
   121 S.W. Salmon St., Portland 97204
6. Springfield Utility Board
   250 North A St., Box 300 Springfield
   97477

Utility serving cities under 25,000:

Pacific Northwest Generating Co.
David E. Piper, Gen. Mgr.
500 N.E. Multnomah, Ste. 1480
Portland 97232
503/235-3500

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Clays	204	289
Gem stones	NA	350
Nickel — short tons (cont. of ore & concentrate)	1,175	W
Sand & gravel (construction)	13,441	42,597
Stone (crushed)	15,100	53,400
Talc & pyprophyllite	(1)	41
Combined value of cement, diatomite, gold, lime, pumice, stone (dimension), and values indicated by symbol W		51,288
Total 1986 (preliminary)		153,955

* thousand short tons except as noted
W withheld to avoid disclosing company proprietary data
(1) less than ½ unit

DEVELOPMENT COUNSELORS:

State Development Agency

Reid, Jerry Alton, CID, Bus. Dev. Mgr.
Oregon Econ. Dev. Dept.
Business Dev. Div.
595 Cottage St., N.E.
Salem, 97310
503/373-1225

Areas & Others

Klamath Falls
Gero, Joseph W., Exec. V.P.
Klamath County Econ. Dev. Assoc.
P.O. Box 1777, 97601-0102
503/882-960

Medford
Shelby, Liz, Dir.
Jackson Cty. Econ. Dev. Council
304 S. Central Ave., 97501
503/772-6293

Portland
Jones, Delna L., Econ. Dev. Dir.
Pacific N.W. Bell Telephone Co.
421 S.W. Oak St., 97204
503/242-5624

Peterson, Robert E.
Pacific Power & Light Co.
920 Southwest 6th Ave., 97204
503/243-3088

Roberts, Ronald L., Dir./R.E. Oper.
Upland Industries
921 S.W. Washington St., Ste. 777
Pittock Block Bldg., 97205
503/226-4888

Rosenburg
Kuhn, G. Anthony, Exec. Dir.
C.C.D. Business Dev. Corp.
744 Southeast Rose St., 97470
503/672-6728

WASHINGTON

STATE INFORMATION:

Financial assistance to industry:
- IRB/Umbrella Bonds
- Aid for job training
- Community Economic Revitalization Board grants/loans
- Sales tax deferrals

Tax rates:

Corporate income tax	none
Personal income tax	none
Sales tax (local 0.5-1.0%; up to 0.6% metro tax optional)	6.5%
Franchise fee	$500 $100.00/yr renewal
Incorporation fee	$175 $50.00/yr renewal
Inventory tax	phased out
Gasoline tax	$.18/gal.

Advanced education facilities:

Four-year colleges & universities	22 (Public & private)
Two-year or junior colleges	27 (Public only)
Vocational & business schools	5 (Public only)
Regional vocational skill centers	8 (Public only)

Medical facilities:

Hospitals (licensed)	105
Clinics	NA

Labor analysis:

Civilian labor force (10/87 prelim.)	2,270,200
High-school grads	45,805 (85-86)

For additional labor market information, contact Employ. Security Dept., 212 Maple Park, KG-11, Olympia, WA 98504, 206/438-4800

Environment controls:

Air & water pollution: Dept. of Ecology, Olympia, 98504, 206/459-6000

POPULATION:

Cities over 25,000

	Census 1980	Estimate 1987
	—Thousands—	
WASHINGTON	4,130.2	4,479.3
Auburn	26.4	30.4
Bellevue	73.9	81.6
Bellingham	45.8	46.5
Bremerton	36.2	36.2
Edmonds	27.5	NA
Everett	54.4	59.3
Kennewick	34.4	37.1
Longview	31.1	NA
Olympia	27.4	30.8
Renton	30.6	NA
Richland	33.6	31.1
Seattle	493.8	492.8
Spokane	171.3	175.8
Tacoma	158.5	163.0
Vancouver	42.8	44.0
Walla Walla	25.6	NA
Yakima	49.8	49.9

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1987
	—Thousands—	
Bellingham	106.7	116.1
Bremerton	146.6	170.9
Olympia	124.3	146.7
Richland-Kennewick- Pasco	144.5	142.5
*Seattle	1,606.8	1,758.2
Spokane	341.8	358.1
*Tacoma	485.6	537.3
*Vancouver	192.0	212.1
Yakima	172.5	184.3

*Primary Metropolitan Statistical Areas (PMSAs)

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (10/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
WASHINGTON	324.1	39.9	11.66
Seattle	186.6	NA	NA

*preliminary figures for production workers

Unemployment

Major Market Areas (10/87)*

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
WASHINGTON	2,270.2	147.2	6.5
Seattle	1,006.0	54.6	5.4

*preliminary figures

Industrial Mix (1985)

	Employment Thousands	Weekly Hours	Hourly Earnings $
CONSTRUCTION	79.9	36.5	16.22
MANUFACTURING	294.1	38.9	11.41
DURABLE GOODS	204.2	NA	NA
Lumber & wood prods.-SIC 24	37.9	37.5	11.55
Furniture & fixtures-SIC 23	3.7	NA	NA
Stone, clay, & glass prods.-SIC 32	6.5	NA	NA
Primary metals inds.-SIC 33	12.8	40.1	13.03
Fabricated metal products-SIC 34	9.6	NA	NA
Machinery, except electrical-SIC 35	15.3	NA	NA
Electrical & electronic equip.-SIC 36	12.4	NA	NA
Transportation equipment-SIC 37	89.3	39.9	13.28
Instruments & related prods.-SIC 38	10.8	NA	NA
Misc. mfg. industries-SIC 39	4.4	NA	NA

Area Wage Survey

Average straight-time hourly earnings

	Seattle Everett 12/85
Office, professional, & technical	
Payroll clerks	$ 8.87
Accounting clerks	8.19
File clerks	5.63
Typists	7.70
Key entry operators	6.80
Secretaries	10.45
Switchbd opr-recept's	6.76
Word processors	8.28
Drafters	12.16
Electronics technicians	14.41
Computer operators	10.19
Computer programmers	11.83
Computer systems analysts	14.46
Maintenance & powerplant	
Carpenters	14.17
Electricians	14.74
Engineers, stationary	14.40
Machinists	NA
Mechanics (machinery)	14.32
Custodial & material movement	
Guards	5.13
Janitors, porters, & cleaners	6.93
Laborers, mat'l handling	9.46
Shippers & receivers	11.28
Truckdrivers	13.04
Forklift operators	11.75

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Auburn 1, 5 (Seattle)
Bellevue 1 (Seattle)
Bellingham 1, 8, 29, 30
Bremerton 1 (Seattle)
Edmonds 1 (Seattle)
Everett 1 (Seattle)
Kennewick 1, 5 (Pasco)
Longview 1, 5 (Portland, OR)
Olympia 1, 5 (Seattle)
*Pasco 1, 8, 16, 29, 36
Renton 1 (Seattle)
Richland 1, 5 (Pasco)
Seattle 1-25, 27-36
Spokane 1, 7, 8, 15, 16, 25, 26, 29, 32, 35
Tacoma 1, 5 (Seattle)
Vancouver 1, 5 (Portland, OR)
Walla Walla 1, 8
Yakima 1, 5, 8, 29, 36

**Under 25,000*

Railroads

1. Burlington Northern R.R. Co.
2. Chicago and Northwestern Transportation
3. CP Rail
4. Illinois Central Gulf
5. Union Pacific System

Airlines

6. Air Canada-Air BC Ltd.
7. Alaska Airlines
8. Alaska Airlines Commuter-Horizon Airlines
9. American

10. America West
11. Braniff
12. British Airways
13. Canadian Arlns. Intl. Ltd.-Pacific Western
14. Coastal Airways
15. Continental
16. Delta
17. Eastern
18. Finnair
19. Harbor Airlines
20. Hawaiian Airlines
21. Japan Air Lines
22. Kenmore Air Harbor
23. Lake Union Air Service
24. Mexicana
25. Northwest
26. Northwest Airlink
27. Pan American
28. Piedmont
29. PSA Pacific Southwest
30. San Juan Airlines
31. SAS
32. Sunworld Intl. Airways
33. Thai Airways Int'l.
34. TWA
35. United
36. United Express-NPA

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement:		
Masonry	5	500
Portland	1,100	62,500
Clays	294	1,789
Gem stones	NA	W
Peat	W	190
Sand & gravel:		
Construction	26,200	75,300
Industrial	360	6,400
Stone:		
Crushed	9,300	34,000
Industrial	1	69
Combined value of barite (1985), calcium chloride, diatomite, gold, gypsum, lime, olivine, silver, and values indicated by symbol W		73,705
Total 1986 (preliminary)		254,453

* thousand short tons
W withheld to avoid disclosing company proprietary data

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Auburn — 9e, 2g, 13g
Bellevue — 9e, 13g
Bellingham — 9e, 1g
Bremerton — 9e, 1g
Edmonds — 8e
Everett — 8e, 13g
Kennewick — 5e, 1g
Longview — 7e, 1g
Olympia — 9e, 13g
Renton — 9e
Richland — 10e, 1g
Seattle — 11e, 13g
Spokane — 14eg
Tacoma — 12e, 13g
Vancouver — 6e, 3g
Walla Walla — 4e, 1g
Yakima — 4e, 1g

1. Cascade Natural Gas Corp.
   222 Fairview Ave. N., Seattle 98109
2. Enumclaw Gas Dept.
   1339 Griffin Ave., Enumclaw 98022
3. Northwest Natural Gas Co.
   220 N.W. 2nd Ave., Portland, OR 97209
4. Pacific Power & Light Co.
   920 S.W. 6th Ave., Portland, OR 97204
5. P.U.D. No. 1, Benton County
   Box 6270, Kennewick 99336
6. P.U.D. No. 1, Clark County
   1200 Ft. Vancouver, Box C-005
   Vancouver 98668
7. P.U.D. No. 1, Cowlitz County
   960 Commerce Ave., Box 3007,
   Longview 98632
8. P.U.D. No. 1, Snohomish County
   2320 California, Box 1107, Everett 98206
9. Puget Sound Power & Light Co.
   Puget Power Bldg., Bellevue 98009
10. Richland Energy Services Dept.
    P.O. Box 190, Richland 99352
11. Seattle City Light
    1015 Third Ave., Seattle 98104
12. Tacoma Pub. Utilities, Light Div.
    Box 11007, Tacoma 98411
13. Washington Natural Gas Co.
    815 Mercer St., Seattle 98109
14. Washington Water Power Co.
    1411 E. Mission Ave., Box 3727,
    Spokane 99220

CLIMATE:

Mean Temperature & Annual Degree Day Normals (1951-80)

	Temp. F.		Degree Days	
	Jan.	Jul.	Heating	Cooling
Bellingham	37	62	5638	57
Everett	38	63	5352	76
Longview	39	64	5059	139
Seattle	41	65	4681	200
Spokane	26	70	6882	411
Tacoma	40	65	4796	158
Vancouver	38	66	5026	269
Yakima	28	70	6031	484

DEVELOPMENT COUNSELORS:

State Development Agency

Matson, Dennis, Dpty. Dir. Oper.
Washington State Dept. of Trade & Econ. Dev.
101 General Admin. Bldg., AX-13
Olympia, 98504
206/753-5630

Areas & Others

Seattle

Fleming, George T., Econ. Dev. Mgr.
Pacific N.W. Bell Telephone Co.
1600 7th Ave., Rm. 1906, 98191
206/345-5210

Knapp, T. F., R.E. Oper. Dir.
Upland Industries Corp.
16400 Southcenter Pkwy.
Suite 305, Southcenter Pl., 98188
206/575-4620

PUERTO RICO

STATE INFORMATION:

Financial assistance to industry:

Manufacturers can negotiate for incentives involving employee training, transportation and installation of equipment, and machinery and rental costs. Incentives are based on industry and location requirements.

Industrial parks and standard buildings are constructed in advance of demand, and facilities are built to specifications under turn-key contracts. Standard rentals are $1.25 to $2.50 per square ft.

Tax rates:

P.R. has a unique status under U.S. tax codes. Qualifying companies receive 100% credit against federal taxes on corporate income, even after these funds are repatriated.

Local tax incentives on corporate income and real estate personal property provide 90% exemption for 10 to 25 years, depending on the location. Municipal taxes and fees, which are legally limited, are 60% exempt for this period.

Advanced education facilities:

University campuses	8
Regional (community) colleges	30
Vocational schools	14
Technical institutes	5
Advanced program electronic schools	2

Industrial Pharmacy Educational Services (IPES)
(Public and private fund support for masters degrees given to industrial students)

Environmental controls:
Environmental Quality Board
Santos Rohena Betancourt, Pres.
204 Del Parque St.
P.O. Box 11488
Santurce, PR 00910
809/725-5140

POPULATION:

Municipalities over 25,000

	Census 1980	Estimate 1986
PUERTO RICO	3,196,520	3,274,000
Aguada	31,567	31,400
Aguadilla	54,606	53,900
Arecibo	86,766	91,000
Bayamón	196,206	211,600
Cabo Rojo	34,045	34,900
Caguas	117,959	126,300
Camuy	NA	26,000
Canovanas	31,880	31,400

Carolina	165,954	162,900
Cataño	26,243	26,600
Cayey	41,099	43,100
Cidra	28,365	28,900
Coamo	30,822	32,200
Corozal	28,221	28,800
Dorado	25,511	27,900
Fajardo	32,087	34,700
Guaynabo	80,742	85,200
Guayama	40,183	40,700
Gurabo	NA	26,500
Hatillo	29,958	29,300
Humacao	46,134	50,500
Isabela	37,435	37,700
Juana Diaz	43,505	42,600
Juncos	25,397	27,600
Lares	26,743	27,600
Mayaguez	96,193	98,900
Manati	36,562	40,600
Moca	29,185	28,400
Ponce	180,046	190,700
Rio Grande	34,283	39,800
Salinas	26,438	26,200
San German	32,922	35,500
San Juan	434,849	431,200
San Lorenzo	32,428	31,700
San Sebastian	35,690	34,900
Toa Alta	31,910	32,600
Toa Baja	78,246	80,800
Trujillo Alto	51,389	53,800
Utuado	34,505	34,100
Vega Alta	28,696	27,700
Vega Baja	47,115	48,300
Yabucoa	31,425	30,400
Yauco	35,742	38,900

Metropolitan Statistical Areas (MSAs)

	Census 1980	Estimate 1986
	—Thousands—	
Aguadilla	152.8	151.4
Arecibo	160.3	146.3
*Caguas	265.9	184.5
Mayaguez	200.5	137.7
Ponce	232.6	256.6
*San Juan	1,509.4	1,107.9

*Primary Metropolitan Statistical Area (PMSA)

LABOR:

Area Wage Survey

Average straight-time hourly earnings

	Puerto Rico 9/87
Office, professional, & technical	
File clerks	$4.70
Secretaries	7.21
Typists	5.29
Switchbd operators	5.53
Drafters	7.34
Electronics technicians	9.20
Computer operators	7.40
Maintenance & powerplant (men)	
Carpenters	6.30
Electricians	7.66
Engineers, stat'ry	8.24
Machinists	9.19
Mechanics (machinery)	8.44
Tool & die makers	9.38
Custodial & material movement	
Guards and watchmen	3.85
Janitors, porters, & cleaners	4.21
Laborers, mat'l hdlg	5.21
Shipping packers	4.73
Truckdrivers	6.84
Forklift operators	6.30

Average Hourly Earnings in Manufacturing by SIC

SIC		Puerto Rico *3/87
23	Apparel & related prods	$ 4.02
28	Chemicals & allied prods	7.76
36	Electrical machinery, equip., & supplies	5.76
34	Fabricated metal products	5.32
20	Food & kindred products	5.47
25	Furniture & fixtures	3.93
31	Leather & leather prods	4.10
24	Lumber & wood products	3.96
35	Machinery, except elec.	5.44
26	Paper & allied products	5.29
29	Petroleum refining & related industries	9.60
33	Primary metal industries	5.82
27	Printing, publishing & allied industries	5.70
38	Professional & scientific instruments	5.87
30	Rubber & misc. plastic products	5.92
32	Stone, clay, glass, & concrete products	5.68
22	Textile mill products	4.52
21	Tobacco manufacturers	5.49
37	Transportation equipment	5.07
39	Misc. mfg. inds	5.15
	All mfg. industries	5.44

*Preliminary

Unemployment

Percent of workforce unemployed in fiscal year 1987	17.7

TRANSPORTATION:

Esteban Davila, Exec. Dir.
Puerto Rico Maritime Shipping Authority
Banco de Ponce Bldg., 9th Floor
Hato Rey, 00918
P.O. Box 71105
San Juan, 00936
809/754-6565
(Provides regular round-trip sailing between San Juan and major main land, gulf, south Atlantic and east coast ports, and Pacific ports.)

Domestic Airlines

- American
- Eastern
- Flying Tigers
- Delta

Port Authority

José Buitrago, Exec. Dir.
Isla Grande Airport
Miramar
G.P.O. Box 2829
San Juan, PR 00936
809/723-2260

CLIMATE:

Year-round average temperature	80°

UTILITIES:

Carlos Alvarado, Exec. Dir.
PR Electric Power Authority
G.P.O. Box 4267
San Juan, PR 00936
809/721-1212, 725-4232

Iran H. Puig, Gen. Mgr.
Communications Authority
Muñoz Rivera Ave. & Coll y Toste St.
P.O. Box 11248
Santurce, PR 00910
809/751-5151

Pedro Gaiarza, Pres.
PR Telephone Authority
1500 F. D. Roosevelt Ave.
G.P.O. Box 998
San Juan, PR 00936
809/782-8282

RAW MATERIALS:

Nonfuel Mineral Production

	Quantity*	Value $ Thousands
Cement (portland)	1,100	99,100
Clays	108	213
Lime	22	3,047
Sand & gravel	W	W
Stone:		
Crushed	5,400	26,000
Dimension	W	W
Total 1984 (preliminary)		128,360

* thousand short tons
W withheld to avoid disclosing company proprietary data

DEVELOPMENT COUNSELORS:

State Development Agency

Colorado, Antorio J., Admin.
Econ. Dev. Admin.
G.P.O. 2350
San Juan, PR 00936
809/758-4747
Keller, Judith
Mktg. Communications Dir.
Econ. Dev. Admin.
Commonwealth of Puerto Rico
1290 Ave. of Americas
New York, NY 10104
212/245-1200

Utility & Area

Santurce
González, José R., Pres.
Gov't Development Bank for PR
Minillas Governmental Center
P.O. Box 42001
Minillas Sta.
Santurce, PR 00940
809/726-2525
Ruiz-Javier, Luis Angel, Exec. Dir.
Aqueduct & Sewer Authority
604 Dr. Barbosa Ave.
P.O. Box 7066
Hato Rey, PR 00916
809/758-5757

CANADA

- ALBERTA
- BRITISH COLUMBIA
- MANITOBA
- NEW BRUNSWICK
- NEWFOUNDLAND
- NOVA SCOTIA
- ONTARIO
- PRINCE EDWARD ISLAND
- QUEBEC
- SASKATCHEWAN

PROVINCE INFORMATION:

Financial assistance to industry:

- Manpower aid for job training & job creation
- Loans & equity participation through Alberta Opportunity Company (a Crown corporation)
- The Western Transp. Ind. Dev. Prog. includes grants for food & agri. processors for ind. diversification projects & for related research & dev.
- Loan guarantees for Alberta exporters

Tax rates:

Corporate income tax:

General..11%
(5% for mfg. business; 0% for small business effect. Apr. 1985)

Personal income tax ....43.5% of federal

Sales tax...none

Incorp. & franchise tax ....none

Inventory tax ....none

Gasoline tax.....................................none

Advanced education facilities:

Four-year colleges & universities 4

Two-year or junior colleges...............10

Vocational & business schools..........6

Medical facilities:

Hospitals...132

Clinics...130

Labor analysis:

Civilian labor force.................1,145,000

High-school grads.......................23,249

Environment controls:

Air & water pollution: Environmental Permits & Licenses:
John Deflr, Dir., Standards & Approvals Br., Alberta Environ., Oxbridge Place, 5th Fl., 9820-106 St., Edmonton, T5K 2J6, 403/427-5883

Environmental spills etc.: R. N. Briggs, Dir., Pollution Control Div., (same address as above), 403/427-6270; Emergency No. 800/222-6514

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1987
	—Thousands—	
ALBERTA	2,237.7	2,373.2
Calgary	592.7	636.3
Edmonton	532.2	573.3
Lethbridge	NA	58.9
Medicine Hat	40.3	41.6
Red Deer	NA	55.0
St. Albert	32.9	37.0

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Calgary	592.7	672.7
Edmonton	657.0	785.2

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
ALBERTA		
84.3	36.4	12.20
Calgary		
29.5	37.1	12.21
Edmonton		
29.9	36.3	12.25

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
ALBERTA		
1,256	121	9.7

(figures are unadjusted for seasonal variation)

Industrial Mix (8/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
84.3	36.4	12.20
DURABLE GOODS		
38.2	37.4	12.69
NONDURABLE GOODS		
46.2	35.4	11.66
Food & beverages-SIC 101-109		
15.6	36.1	11.50
Wood prods.-SIC 251-259		
6.3	36.0	11.78
Paper & allied ind.-SIC 271-274		
2.0	38.3	14.94
Printing, pub., & allied ind.-SIC 286-289		
9.9	31.6	11.69
Primary metal ind.-SIC 291-298		
2.9	37.2	16.07
Metal fabricating ind.-SIC 301-309		
10.9	37.9	12.68
Machinery, except elec.-SIC 311-318		
5.5	37.3	13.09
Transportation equip.-SIC 321-329		
2.4	36.3	11.99
Electrical prods.-SIC 331-339		
3.0	39.2	13.03
Nonmetallic min. prods.-SIC 351-359		
4.6	38.5	13.87
Petroleum & coal prods.-SIC 365-369		
3.9	38.4	17.06
Chemicals & chem. prods.-SIC 372-379		
5.2	39.3	14.99

*employees paid by the hour, including overtime

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Calgary — 1e, 2g
Edmonton — 3e, 6g
Lethbridge — 4e, 2g
Medicine Hat — 5eg
Red Deer — 7e, 6g
St. Albert — 8e, 6g

1. Calgary Electric System
   2808 Spiller Road, Box 2100
   Calgary T2P 2M5
2. Canadian Western Natural Gas Co.
   909 11th Ave., S.W.
   Calgary T2R 1L8
3. Edmonton Power
   Century Place, 9803-102 A Ave.,
   Edmonton
   T5J 3A3
4. Lethbridge Electric Dept.
   City Hall, Lethbridge T1J OP6
5. Medicine Hat Utilities
   580 1st St., S.E.
   Medicine Hat T1A 8E6
6. Northwestern Utilities Ltd.
   10035 105th St., Edmonton T5J 2V6
7. Red Deer Electric Light & Power
   Box 5008, Red Deer T4N 3T4
8. Transalta Utilities Corp.
   110 12th Ave., S.W., Box 1900
   Calgary T2P 2M1

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
Calgary	12	62	113
Edmonton	6	64	121
Medicine Hat	10	68	89

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Calgary 1-5, 7-17, 19, 20
Edmonton 1, 3-7, 9-15, 18, 20
Lethbridge 3, 12
Medicine Hat 3, 12
Red Deer 1, 3 (Calgary)
St. Albert 1 (Edmonton)

Railroads

1. Canadian National Rwy.
2. Chicago and North Western Transportation
3. CP Rail

Airlines

4. Air Canada
5. Air Canada-Air BC, Ltd.
6. Air Canada-Northwest Territorial Airways, Ltd.
7. America West
8. Burrard Air
9. Canadian Airlines Intl. Ltd.
10. Canadian Airlines Intl. Attache
11. Canadian Airlines Commuter-Norcanair
12. Canadian Airlines Commuter-Time Air
13. Canadian Airlines Intl. Ltd.-Pacific Western
14. Continental
15. Delta
16. KLM
17. Lufthansa
18. Northwest
19. United
20. Wardair

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Gold (g)	17	329
Peat (metric ton)	74	14,395
Quartz (mt)	NA	4,300
Salt (metric ton)	1,470	15,380
Sodium sulfate	NA	2,816
Sulfur, elemental (metric ton)	6,583	604,805
Fuels		
Coal (metric ton)	25,070	396,000
Natural gas (thous. m³)	62,195	3,843,639
Natural gas by-products (m³)	20,111	1,955,955
Petroleum, crude (m³)	70,835	10,003,912
Structural Materials		
Clay products	NA	14,063
Cement (metric ton)	1,075	132,060
Lime (metric ton)	206	17,738
Sand & gravel (metric ton)	44,350	141,025
Stone (metric ton)	260	1,475
Total 1987 (preliminary)		17,148,092

DEVELOPMENT COUNSELORS:

Province Development Agency

Cole, Tren J., Dir.
Business Locations
Alberta Econ. Dev. & Trade
12th Fl., Sterling Place
9940-106 St.
Edmonton, T5K 2P6
403/427-0669

Areas & Others

Calgary
McDonald, Bruce A., Dir. Bus. Dev. Dept.
Calgary Econ. Dev. Authority
P.O. Box 2100, Station M, T2P 2M5
403/268-2771

Edmonton
Shields, Allan, Ind. Dev. Mgr.
Bus. Dev. Dept.
Edmonton Econ. Dev. Authority
2410 Oxford Tower
10235-101 St., T5J 3G1
403/424-7870
Dove, A. J., Ind. Dev. Mgr.
Mountain Region
CN Rail
10004-104 Ave., T5J 0K2
403/429-8388

Lethbridge
Moore, William H., Bus. Dev. Off
O'Connell, Denis S., Econ. Dev. Dir.
City of Lethbridge, City Hall
910-4th Ave. S., T1J 0P6
403/320-3910

Lac La Biche
McArthur, David N.S., Dir.
Economic Dev. Program
Regional Econ. Dev. Council
Box 658, T0A 2C0
403/623-4493

Medicine Hat
Cormier, David A., Econ. Dev. Mgr.
City of Medicine Hat
City Hall, T1A 0C7
403/526-5971

Red Deer
Scott, Alan V., Econ. Dev. Dir.
City of Red Deer
P.O. Box 5008, T4N 3T4
403/342-8105

BRITISH COLUMBIA

PROVINCE INFORMATION:

Financial assistance to industry:

- Conventional financing for buildings & equipment
- Several programs provide loans at reduced rates for modernization, expansion or establishment of manufacturing or processing facilities
- Five-year provincial corporate income tax holiday for designated industries.
- Provincial venture-capital fund for assisting advanced-technology start-ups & expansions
- Tax rebates to encourage venture capital corps.
- Incentives for employee share ownership plans

Tax rates:

Corporate income tax (general)	14%
Corporate income tax (small bus.)	11%
Personal income tax	8.76-14.94% of taxable income
Personal property tax	none
Sales tax	6%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	(Cdn.) $0.075/liter

Advanced education facilities:

Colleges & universities	18
Vocational & other institutions	4

Medical facilities:

Hospitals	134

Labor analysis:

Civilian labor force	1.5 million
High-school grads	1.4 million

Environment controls:

Air & water pollution: Mr. R.H. Ferguson, Dir., Waste Mgt. Branch, Ministry of Environ., 810 Blanshard St., Victoria, B.C. V8V 1X5, 604/387-9993

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1987
	—Thousands—	
BRITISH COLUMBIA	2,744.7	2,908.9
Burnaby	136.5	NA
Chilliwack	40.6	NA
Kamloops	64.0	61.5
Kelowna	59.2	61.5
Nanaimo	47.1	49.3
New Westminister	38.6	40.2
North Vancouver	34.0	35.9
Port Coquitlam	27.5	29.3
Prince George	67.6	67.7
Vancouver	414.2	433.5
Victoria	64.4	66.6

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Vancouver	1,268.2	1,395.4
Victoria	233.5	258.3

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
BRITISH COLUMBIA		
159.2	35.4	15.22

BRITISH COLUMBIA		
Vancouver		
88.3	35.4	13.95
Victoria		
4.4	34.4	13.21

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
BRITISH COLUMBIA		
1,438	194	13.5

(figures are unadjusted for seasonal variation)

Industrial Mix (8/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
159.2	35.4	15.22
DURABLE GOODS		
84.4	36.3	15.64
NONDURABLE GOODS		
74.8	34.3	14.65
Food & beverages-SIC 101-109		
23.8	34.3	14.03
Wood prods.-SIC 251-259		
43.4	36.1	16.39
Paper & allied ind.-SIC 271-274		
19.7	36.0	19.23
Printing, pub., & allied ind.-SIC 286-289		
12.1	29.6	13.80
Primary metal ind.-SIC 291-298		
4.3	36.1	17.90
Metal fabricating ind.-SIC 301-309		
8.8	37.5	14.94
Machinery, except elec.-SIC 311-318		
6.3	38.0	15.41
Transportation equip.-SIC 321-329		
10.3	34.1	15.60
Electrical prods.-SIC 331-339		
4.4	38.6	11.05
Nonmetallic min. prods.-SIC 351-359		
4.1	37.6	14.82
Petroleum & coal prods.-SIC 365-369		
1.0	45.8	16.42
Chemicals & chem. prods -SIC 372-379		
3.4	36.3	13.38

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Kamloops 3, 4, 6, 9, 14, 21, 22
Kelowna 3, 4, 6, 9, 11, 14, 21, 22, 34
Nanaimo 9, 13, 16, 21, 35, 36
New Westminster 2-4 (Vancouver)
North Vancouver 1, 2, 4 (Vancouver)
Prince George 1, 3, 9, 14, 18, 22
Vancouver 2-5, 7-10, 12, 13, 15-28, 31-33, 35-40
Victoria 3, 7-9, 11, 16, 18, 21, 22, 26, 29, 30, 33, 35

Railroads

1. BC Rail
2. Burlington Northern R.R. Co.
3. Canadian National Rwy.
4. CP Rail
5. Illinois Central Gulf Railroad

Airlines

6. Adastra Aviation
7. Air BC
8. Air Canada
9. Air Canada-Air BC, Ltd.
10. Air New Zealand
11. Airspeed Aviation
12. American
13. Aquila Air
14. Aviair Aviation
15. British Airways
16. Burrard Air
17. CAAC
18. Canadian Airlines Intl. Ltd.
19. Canadian Airlines Intl. Attache
20. Canadian Airlines Intl. Commuter-Burrard Air
21. Canadian Airlines Intl. Commuter-Time Air
22. Canadian Airlines Intl. Ltd.-Pacific Western
23. Cathay Pacific
24. Contintental
25. Delta
26. Helijet Airways
27. Japan Air Lines
28. KLM
29. Kenmore Air Harbor
30. Lake Union Air Service
31. Lufthansa
32. Qantas
33. San Juan Airlines
34. Shuswap Flight Ctr.
35. Skylink Airlines
36. Tyee Airways
37. United
38. Waglisla Air
39. Wardair
40. Wilderness Airlines

CLIMATE:

	Mean Temp. F. Jan.	Jul.	Average No. of Days of Precipitation
Kamloops	21	70	90
Prince George	11	59	162
Vancouver	36	63	161
Victoria	39	60	142

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Kamloops — 1e, 2g
Kelowna — 3e, 2g
Nanaimo — 1e, 5g
New Westminster — 1e, 4e
North Vancouver — 1e
Prince George — 1e, 2g
Vancouver — 1eg
Victoria — 1eg

1. British Columbia Hydro (Electric)
   970 Burrard St., Vancouver V6Z 1Y3
   British Columbia Hydro (Gas)
   3777 Longheed Hwy., Burnaby V5C 3Y3
2. Inland Natural Gas Co., Ltd.
   1066 West Hastings St., Vancouver V6J 2G9
3. Kelowna Electric Dept.
   1435 Water St., Kelowna V1Y 1J4
4. New Westminster Electric Dept.
   City Hall, 511 Royal Ave.
   New Westminster V3L 1H9
5. Vancouver Island Gas Co., Ltd.
   Ste. 6-77 Victoria Crescent, Nanaimo V9R 5B9

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Antimony (kg)	373	2,178
Bismuth (kg)	NA	5
Cadmium (kg)	340	1,935
Copper (kg)	348,246	837,183
Gold (g)	11,925	226,980
Iron ore (metric ton)	64	2,313
Lead (kg)	67,210	71,041
Molybdenum (kg)	11,581	92,648
Silver (kg)	397	118,796
Zinc (kg)	118,656	151,168
Nonmetals		
Asbestos (metric ton)	95	47,791
Barite (metric ton)	NA	1,126
Gemstones (kg)	NA	1,876
Gypsum (metric ton)	497	5,304
Quartz (metric ton)	NA	2,309
Sulfur in smelter gas (metric ton)	23	3,464
Sulfur, elemental (metric ton)	293	44,626
Fuels		
Coal (metric ton)	21,440	923,800
Natural gas (thous. m^3)	7,378	292,611
Natural gas by-products (m^3)	532	40,815
Petroleum, crude (m^3)	2,128	312,880
Structural Materials		
Clay products	NA	6,833
Cement (metric ton)	1,247	88,287
Lime (metric ton)	115	9,848
Sand & gravel (metric ton)	38,600	102,290
Stone (metric ton)	4,085	23,700
Total 1987 (preliminary)		3,428,963

DEVELOPMENT COUNSELORS:

Province Development Agency

Poole, J. C., Asst. Deputy Minister
International Marketing Division
Ministry of Economic Development
B.C. Enterprise Center
P.O. Box 19, 750 Pacific Blvd.
Vancouver, B.C. V6B 5C7
604/660-4567

Areas & Others

Kamloops
Elverhoy, Rino, Econ. Dev. Off.
Thompson-Nicola Reg. Dist.
2079 Falcon Rd.,V2C 4J2
604-372-9336

Kelowna
Browns, Dwight, Econ. Dev. Cmsr.
Reg. District of Central Okanagan
540 Groves Ave., V1Y 4Y7
604/763-4918

Prince George
McMann, Dale, Mgr.
Prince George Region Dev. Corp.
1102 6th Ave, V2L 3M4
604/564-0282

PROVINCE INFORMATION:

Financial assistance to industry:
- Programs:
  - Manitoba jobs & training
  - Development agreements
  - Feasibility studies
  - Winnipeg core-area small business
  - Venture capital
  - Trade assistance
  - Manitoba graduates in business
  - Youth business start

Tax rates:
- Corporate income tax:
  - Small business 10%
  - Other 17%
- Personal income tax ....54% of federal basic tax
- Sales tax..7%

Advanced education facilities:
- Four-year colleges & universities 6
- Vocational & business schools..........9

Labor analysis:
- Civilian labor force....................533,000

Environment controls:

Air & water pollution: Clean Environ. Cmsn., 139 Tuxedo Blvd., Winnipeg, Manitoba, R3N 0H6, 204/945-7120

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1987
	—Thousands—	
MANITOBA	1,026.2	1,075.6
Brandon	34.9	39.0
Winnipeg	564.5	597.5

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Winnipeg	585.0	628.4

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
Winnipeg	1	68	121

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANITOBA	57.5	37.9	10.52

*employees paid by the hour, including overtime

Industrial Mix (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	57.5	37.9	10.52
DURABLE GOODS	25.3	39.2	11.23
NONDURABLE GOODS	32.2	36.8	9.89
Food & beverages-SIC 101-109	11.5	37.1	10.88
Clothing-SIC 243-249	7.0	36.9	6.20
Printing, pub., & allied ind.-SIC 286-289	5.5	32.9	10.94
Metal fabricating ind.-SIC 301-309	4.3	38.9	12.00
Machinery, except elec.-SIC 311-318	4.7	39.0	11.61
Transportation equip.-SIC 321-329	6.6	37.5	11.73
Electrical prods.-SIC 331-339	1.8	42.7	12.17
Chemicals & chem. prods.-SIC 372-379	1.1	39.8	11.57

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
MANITOBA	532	42	7.8

(figures are unadjusted for seasonal variation)

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Brandon 1, 2, 10
Winnipeg 1-14

Railroads

1. Canadian National Rwy.
2. CP Rail
3. Illinois Central Gulf Railroad

Airlines

4. Air Canada
5. Air Canada-Air Ontario
6. Bearskin Lake Air Service
7. Canadian Airlines Intl. Ltd.
8. Canadian Airlines Intl. Commuter-Norcanair
9. Canadian Airlines Intl. Commuter-Calm Air Intl.
10. Canadian Airlines Intl. Ltd.-Pacific Western
11. Northland Air Manitoba
12. Northwest
13. Northwest Territorial
14. Perimeter

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Brandon — 2e
Winnipeg — 3e, 1g

1. Greater Winnipeg Gas Co.
   265 Notre Dame Ave., Winnipeg
   R3B 1N9
2. Manitoba Hydro-Electric Board
   820 Taylor Ave., Box 815
   Winnipeg R3C 2P4
3. Winnipeg Hydro
   5th Floor, Administration Bldg.
   Civic Centre, Winnipeg R3B 1C1

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Cadmium (kg)	115	655
Cobalt (kg)	395	7,432
Copper (kg)	71,791	172,586
Gold (g)	3,753	71,431
Lead (kg)	594	628
Nickel (kg)	56,277	386,114
Selenium (kg)	58	1,080
Silver (kg)	38	11,272
Tantalum (Ta_2O_5) (kg)	36	2,358
Tellurium (kg)	8	231
Zinc (kg)	66,164	84,294
Nonmetals		
Gypsum (metric ton)	431	8,202
Sulfur in smelter gas (metric ton)	41	5,079
Sulfur, elemental (metric ton)	2	191
Fuels		
Natural gas by-prods. (thous. m^3)	5	471
Petroleum, crude (m^3)	777	112,761
Structural Materials		
Clay products	NA	3,739
Cement (metric ton)	451	48,868
Lime	NA	5,317
Sand & gravel (metric ton)	13,000	36,790
Stone (metric ton)	4,125	28,000
Total 1987 (preliminary)		1,022,484

DEVELOPMENT COUNSELORS:

Province Development Agency

Eliasson, Hugh G.
Deputy Manager
Manitoba Dept. of Ind., Trade, & Tech.
Rm. 352, Legislative Bldg.
Winnipeg, R3C 0V8
204/945-3751

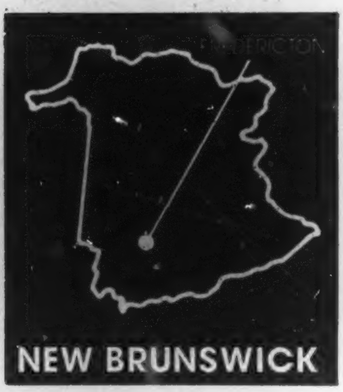
NEW BRUNSWICK

Areas & Others

Winnipeg

George, Ted A., Gen. Mgr.
Winnipeg Bus. Dev. Corp.
509-167 Lombard Ave., R3B OV3
204/944-8686

Gregory, R. Gary, Ind. Dev. Mgr.
CN Rail, Prairie Region
Room 350, 123 Main St.
P.O. Box 832, R3C 2P8
204/946-2223



PROVINCE INFORMATION:

Financial assistance to industry:
- Direct loans
- Loan and bond issue guarantees
- Equity
- Venture capital
- Investment tax credits
- Cash grants
- Interest rate buydowns
- Special loan insurance

Tax rates:
- Corporate income tax .... varies depending on business classification
- Personal income tax ....58% of federal basic tax
- Personal property tax:
  - Residential ....$1.50/$100 assessed value
  - Nonresidential ....$2.25/$100 assessed value
- Sales tax 11%
- Incorporation fee ....$240 registration fee
- Gasoline tax ....7.8¢/litre (reg. lead), 8.4¢/litre (reg. unlead), 8.7¢/litre (premium)
- Diesel tax ....8.0¢/litre

Advanced education facilities:
- Four-year colleges & universities 4
- Vocational & business schools........10

Medical facilities:
- Hospitals 36
- Health centers 21

Labor analysis:
- Civilian labor force ....322,000 (Dec. 1987)
  - High school graduates ....8,741 (June 1986)

Environment Controls:

Air & Water Pollution: Pollution Control Branch, Dept. of Municipal Affairs and Environment, Gov't of New Brunswick, P.O. Box 6000, Fredericton, E3B 5H1, 506/453-2861

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1987
	—Thousands—	
NEW BRUNSWICK	696.4	710.4
Fredericton	44.0	44.3
Moncton	54.7	55.4
Saint John	80.5	75.7

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Saint John	114.0	120.9

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEW BRUNSWICK	37.5	38.4	11.14
Moncton	3.6	37.6	10.75
Saint John	7.1	40.7	14.01
Fredericton	2.0	37.4	8.63

*employees paid by the hour, including overtime

Industrial Mix (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	37.5	38.4	11.14
DURABLE GOODS	13.0	40.3	10.59
NONDURABLE GOODS	24.5	37.4	11.48
Food & beverages-SIC 101-109	13.2	35.7	9.01
Wood-SIC 251-259	5.3	41.5	9.60
Paper & allied ind.-SIC 270-274	5.9	41.4	17.27
Printing, pub., & allied ind.-SIC 286-289	1.7	34.3	9.68
Metal fabricating ind.-SIC 301-309	1.8	39.2	11.80
Transportation equip.-SIC 321-329	2.7	38.7	12.48
Misc. manufacturing ind.-SIC 391-399	0.7	40.7	8.62

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEW BRUNSWICK	303	41	13.3

(figures are unadjusted for seasonal variation)

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below.

Fredericton 1-3, 5, 6
Moncton 1, 3-6
Saint John 1-7

Railroads

1. Canadian National Rwys.
2. CP Rail

Airlines

3. Air Canada
4. Air Canada-Air Nova Inc.
5. Canadian Airlines Intl. Ltd.
6. Canadian Airlines Intl. Commuter-Air Atlantic
7. Eastern Express-Bar Harbor

UTILITIES:

Electric Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

Fredericton — 1
Moncton — 1
St. John — 2

1. New Brunswick Elec. Power
   515 King St., Fredericton E3B 4X1
2. St. John Power Cmsn.
   239 Charlotte St., Box 850, St. John E2L 4C7

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Antimony (kg)	3,171	10,797
Bismuth (kg)	177	1,874
Cadmium (kg)	61	346
Copper (kg)	7,767	18,673
Gold (g)	442	8,417
Lead (kg)	79,433	83,960
Silver (kg)	208	62,248
Zinc (kg)	231,410	294,816
Nonmetals		
Peat (metric ton)	241	25,288
Sulfur in smelter gas (metric ton)	91	11,140
Fuels		
Coal (metric ton)	550	32,800
Natural gas (thous. m^3)	1	14
Petroleum, crude (m^3)	NA	13
Structural Materials		
Clay products	NA	2,850
Cement	NA	9,285
Sand & gravel (metric ton)	9,650	NA
Stone (metric ton)	2,465	13,750
Total 1987 (preliminary)		700,709

DEVELOPMENT COUNSELORS:

Province Development Agency

Ouellette, Ginette, Ind. Promo. Off.
Ind. Promo. Off., Ind. Promo Div.
N. B. Dept. of Comm. & Tech.
P.O. Box 6000
Fredericton, E3B 5H1
506/453-3981

Areas & Others

Edmundston
Beaulieu, Roland
Pelletier, Rino, Gen. Dir.
Northeast Industrial Cmsn.
174 Church St., P.O. Box 490, E3V 3L2
506/735-4769

Fredericton
Price, S. R., Gen. Mgr.
Capitol Region Dev. Cmsn.
Suite 1, 2nd Fl.
618 Queen St., E3B 1C2
506/454-3080

Moncton
Daigle, Paul J., Gen. Mgr.
Moncton Ind. Dev. Ltd.
95 Foundry St., Ste. 469, E1C 5H7
506/857-0700

Carreau, Gerald J., Sr. Ind. Dev. Off.
Marketing
CN Rail
CN Terminal Bldg., 7th Fl.
1234 Main St., E1C 1H7
506/853-2228

MacDermott, A.G., Exec. Dir.
Gtr. Moncton Econ. Dev. Auth.
P.O. Box 725, E1C 8M9
506/858-9550

Saint John
O'Leary, Donald F., Gen. Mgr.
St. John Fundy Reg. Dev. Comm. Inc.
15 Market Sq., Box 1971, E2L 4L1
506/658-2918

Tracadie
Cormier, Roland J., Ind. Cmsr.
Peninsula Econ. Expansion Cmsn.
P.O. 940, E0C 2B0
506/395-2261

NEWFOUNDLAND

PROVINCE INFORMATION:

Financial assistance to industry:

- Newfoundland & Labrador Dev. Corp. (NLDC) 709/753-3560
- Rural Agricultural & Northern Dev. (RAND)
- Rural Development Authority 709/576-3184
- Rural Incentives Program 709/576-3184
- Dept. of Development
  - Technical Assistance Program 709/576-5061
  - Market & Product Dev. Program (MAPD) 709/576-2782
  - Ocean Industries Development Centre 709/772-2524
  - Retail Sales Tax Exemption 709/576-2465
- Industrial Incentives Board (Fed/Prov) 709/576-3171
- Dept. of Regional Economic Expansion/Industry Trade & Commerce, Indust. & Reg. Dev. Program 709/772-4917
- Canada Employment & Imigration Commission (CEIC) 709/772-4600
- Federal Bus. Dev. Bank (FBDB) 709/772-5505
- Dept. of Fisheries
  - Secondary Processing Interest Subsidy Program 709/576-3749
- Export Dev. Corp. 902/429-0426
- National Research Council
  - Industrial Research Assistance 709/754-1937

Tax rates:

Corporate income tax (as of 7/1/88):	
Manufacturing & processing income eligible for small bus. deduction	22%
Excess	42%
Personal income tax	60% of federal
Personal property tax	varies locally
Sales tax	12%
Incorporation tax	none
Franchise tax	none
Inventory tax	none
Gasoline tax	built into pump price

Advanced education facilities:

Four-year colleges & universities	1
Regional colleges	5
Institute of fisheries & marine dynamics	1
Technical institutes	2

Medical facilities:

Board-operated hospitals	32
Cottage hospitals	4

Labor analysis:

Civilian labor force	191,000
High-school grads.	3,000/annum

Environment controls:

Air & water pollution: D. G. Jeans, Asst. Dpty. Minister, Dept. of Environ., Govt. of Newfoundland & Labrador, 4th fl. Confederation Bldg., West Block, St. John's, AIC 5T7, 709/576-2559

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1987
	—Thousands—	
NEWFOUNDLAND	567.7	567.9
Corner Brook	24.3	22.5
St. John's	83.8	96.1

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
St. John's	154.8	161.5

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NEWFOUNDLAND	21.8	36.8	10.66
Cornerbrook	1.4	40.0	16.53
St. John's	5.4	39.5	11.68

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NEWFOUNDLAND	215	41	19.2

(figures are unadjusted for seasonal variation)

Industrial Mix (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	21.8	36.8	10.66
DURABLE GOODS	2.7	39.8	11.03
NONDURABLE GOODS	19.1	36.4	10.60
Food & beverages-SIC 101-109	15.0	35.3	9.23
Wood-SIC 251-259	0.7	43.2	8.11
Printing, pub., & allied ind.-SIC 286-289	0.8	37.1	8.12
Transportation equip.-SIC 321-329	1.2	39.2	12.75
Nonmetallic min. prods.-SIC 351-359	0.4	44.2	12.50

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Corner Brook 1 (5 through Deer Lake)
St. John's 1-4, 6, 7

Railroads

1. Canadian National Rwys.

Airlines

2. Air Atlantic
3. Air Canada
4. Air Canada-Air Nova Inc.
5. Air Canada-Air Ontario
6. Canadian Airlines Intl. Ltd.
7. Canadian Airlines Intl. Commuter-Air Atlantic

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Cadmium (kg)	10	58
Gold (g)	NA	7,804
Iron ore (metric ton)	18,775	685,423
Silver (kg)	NA	15
Zinc (kg)	13,358	17,018
Nonmetals		
Asbestos (metric ton)	60	21,000
Gypsum (metric ton)	410	4,656
Peat (metric ton)	4	673
Quartz (metric ton)	NA	1,668
Soapstone, talc, pyrophyllite (metric ton)	NA	1,668
Structural Materials		
Clay products	NA	960
Cement (metric ton)	NA	9,541
Sand & gravel (metric ton)	2,650	13,250
Stone (metric ton)	535	2,950

Total 1987 (preliminary) 767,816

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
St. John's	25	60	210

UTILITIES:

Electric Utility Serving St. John's & Cornerbrook

Newfoundland Light & Power Co., Ltd.
Kenmount Rd., Box 8910, St. John's
A1B 3P6

DEVELOPMENT COUNSELORS:

Province Development Agency

Dir. of Prospect Dev., Dept. of Dev.
Gov't of Newfoundland & Labrador
P.O. Box 4750, St. John's, AIC 5T7
709/576-2781

St. John's

Bath, Kai, Promo. Officer
City of St. John's
P.O. Box 908, A1C 5M2
709/576-8600

NOVA SCOTIA

PROVINCE INFORMATION:

Financial assistance to industry:

- Loan programs
- Location assistance
- Incentive programs
- Research & development
- Expansion assistance

Tax rates:

Corporate income tax:

Federal.......28% for Canadian mfg., 35% for other business, 8% for small mfg., 14% for other small business, plus 3% surtax for all in 1987

Provincial.................... 15% (10% for small business. New small bus. eligible for 2-yr. exempt. from provincial tax)

Personal income tax ....56.5% of federal basic rate

Personal property tax:

Residential ....$1.39/$100

Commercial & bus. occ....$2.47/$100 of assessed value

Sales tax...........10%(groceries & most clothing & shoes excl.)

Gasoline ....$.087/litre

Investment tax credit... 20% mainland Nova Scotia; 60% Cape Breton

R&D tax credit 10%

Advanced education facilities:

Four-year colleges & universities 12

Vocational & business schools..........2 institutes of technology, 14 regional vocational schools

Medical facilities:

Hospitals 52

Clinics..NA

Labor analysis:

Civilian labor force......... 419,000 (7/86)

High school seniors...................10,800 (1987-88 est.)

Environment Controls:

Air & water pollution: Nova Scotia Dept. of Environ., Suite 600, 1660 Hollis Street, Halifax, 902/424-5300

POPULATION:

Cities over 25,000

	Census 1981 —Thousands—	Estimate 1987 —Thousands—
NOVA SCOTIA	847.4	876.8
Dartmouth	62.2	65.6
Halifax	114.6	113.5
Sydney	29.4	27.6

Census Metropolitan Areas

	Census 1981 —Thousands—	Estimate 1987 —Thousands—
Halifax	277.7	298.2

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
NOVA SCOTIA	39.9	37.9	10.83
Halifax	9.8	38.7	11.63
Truro	2.4	36.3	9.47

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
NOVA SCOTIA	395	53	13.5

(figures are unadjusted for seasonal variation)

Industrial Mix (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	39.9	37.9	10.83
DURABLE GOODS	11.7	40.6	10.53
NONDURABLE GOODS	28.2	36.6	10.97
Food & beverages-SIC 101-109	13.6	35.0	9.16
Textile prod.-SIC 181-189	1.7	37.6	9.15
Wood-SIC 251-259	2.6	40.4	8.48
Paper & allied ind.-SIC 271-274	3.3	41.1	16.17
Printing, pub., & allied ind.-SIC 286-289	2.0	35.0	10.06
Metal fabricating ind.-SIC 301-309	1.3	41.2	10.83
Transportation equip.-SIC 321-329	3.3	41.3	11.50
Electrical prods.-SIC 331-339	1.4	38.3	9.59
Chemicals & chem. prods.-SIC 372-379	0.4	38.8	11.70

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Dartmouth 1 (Halifax)
Halifax 1-9
Sydney 1, 3-6

Railroads

1. Canadian National Rwys.
2. CP Rail

Airlines

3. Air Canada
4. Air Canada-Air Nova Inc.
5. Canadian Airlines Intl. Ltd.
6. Canadian Airlines Intl. Commuter-Air Atlantic
7. Canadian Airlines Intl. Commuter-Air St. Pierre
8. Cougar Helicopters
9. Eastern Express-Bar Harbor

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Halifax	26	65	152
Sydney	24	64	179

UTILITIES:

Electric Utility Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.

Dartmouth — 1
Halifax — 1
Sydney — 1

1. Nova Scotia Power Corp.
P.O. Box 910, Halifax B3J 2W5

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Gold (g)	NA	2,960
Silver (kg)	NA	1
Nonmetals		
Barite (metric ton)	NA	1,360
Gypsum (metric ton)	6,034	51,010
Fuels		
Coal (metric ton)	2,820	170,700
Petroleum, crude (m^3)	5	448
Structural Materials		
Clay products	NA	7,730
Cement	NA	39,509
Sand & gravel (metric ton)	7,575	22,725
Stone (metric ton)	4,830	26,000
Total 1987 (preliminary)		390,095

DEVELOPMENT COUNSELORS:

Province Development Agency

Baillie, Robert W., Dir.
Industrial Promotion Branch
Nova Scotia Dept. of Ind.,
Trade & Tech.
P.O. Box 519
1800 Argyle St., Halifax, B3J 2R7
902/424-5320

Areas & Others

Halifax
Russell, R.
Regional Industrial Expansion
P.O. Box 940, Station M, B3J 2V9
902/423-3293

PROVINCE INFORMATION:

Financial assistance to industry:
- Loans including term, interest forgiveness, & guarantees
- Tax incentives including accelerated depreciation on machinery
- Site selection assistance
- Employee training assistance programs
- Business & plant consulting
- Export assistance programs
- Component sourcing assistance
- Technology consulting services

Tax rates:
- Corporate income tax:
  - Ontario rate 15.5%
  - Fed. rate 36.0%
  - Combined rate 51.5%
- Personal income tax ....50% of basic Federal (1986 tax year)
- Personal property tax .... varies
- Sales tax:
  - Federal 12.0%
  - Ontario ....7.0% (with some exceptions)
- Incorporation fee $220.00
- Franchise tax ....none
- Inventory tax ....none
- Gasoline tax ....083¢/litre (reg)

Advanced education facilities:
- Four-year colleges & universities 17
- Colleges of applied arts & sciences 22
- Vocational & business schools......220

Labor analysis:
- Civilian labor force....4,877,000
- High school graduates 145,099

Environment Controls:

Air & water pollution: W. R. Belfour, Dir., Environ. Approvals & Land Use Planning Branch, Ontario Ministry of the Environ., 8th Fl., 135 St. Clair Ave. W., Toronto, M9V 1K6, 416/965-6975

POPULATION:

Cities over 25,000

	Census 1981 (Thousands)	Estimate 1987 (Thousands)
ONTARIO	8,625.1	9,204.4
Ajax	25.5	38.2
Barrie	38.4	49.1
Belleville	34.8	36.3
Brampton	149.0	194.2
Brantford	74.3	76.6
Burlington	114.9	117.4
Caledon	26.6	30.1
Cambridge	77.1	80.5
Chatham	40.9	42.4
Cornwall	46.1	46.6
Guelph	71.2	79.3
Halton Hills	NA	35.7
Hamilton	306.4	307.8
Kingston	52.6	55.5
Kitchener	139.7	152.4
London	254.3	271.9
Markham	77.0	119.9
Milton	20.8	32.6
Mississauga	315.0	382.4
Newcastle	31.9	34.4
Newmarket	29.8	35.5
Niagara Falls	71.0	72.5
North Bay	51.2	NA
North York	559.6	NA
Oakville	75.8	88.8
Oshawa	117.6	124.7
Ottawa	295.1	302.3
Peterborough	60.6	61.3
Pickering	37.8	50.6
Richmond Hill	37.8	47.9
St. Catharines	124.0	123.8
St. Thomas	27.2	29.1
Sarnia	50.8	49.0
Sault Ste. Marie	82.7	81.0
Stoney Creek	36.7	44.6
Stratford	26.3	26.6
Sudbury	91.8	88.6
Thunder Bay	112.5	112.6
Timmins	44.7	46.9
Toronto	599.2	615.9
Vaughan	29.7	NA
Waterloo	49.4	60.1
Welland	45.5	45.2
Whitby	36.7	47.1
Windsor	192.0	193.9
Woodstock	26.4	26.5

Census Metropolitan Areas

	Census 1981 (Thousands)	Estimate 1987 (Thousands)
Hamilton	542.1	560.8
Kitchener	287.8	315.2
London	283.6	345.5
Oshawa	154.2	206.5
Ottawa - Hull	718.0	826.7
St. Catharines - Niagara	304.3	344.5
Sudbury	150.0	148.6
Thunder Bay	121.3	122.6
Toronto	2,999.0	3,470.9
Windsor	246.1	255.2

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
ONTARIO 976.0	39.2	12.45
Brantford 14.6	37.9	11.32
Brockville 5.0	41.0	12.82
Chatham 6.2	41.4	13.75
Cornwall 9.1	40.4	11.01
Guelph 14.6	39.5	12.06
Hamilton 72.5	39.3	14.54
Kingston 8.4	37.9	12.70
Kitchener 51.7	37.8	11.28
London 23.2	38.6	12.28
Oshawa 26.9	37.5	15.72
Ottawa 25.0	36.4	13.00
Ottawa-Hull 31.3	37.5	13.83

ONTARIO

Peterborough	7.2	39.6	12.13
Sarnia	13.3	38.5	16.82
St. Catharines-Niagara	30.2	41.8	15.43
Stratford	6.4	38.3	11.81
Toronto	413.1	39.1	11.47
Windsor	40.9	42.8	15.14

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
ONTARIO	4,877	302	6.2

(figures are unadjusted for seasonal variation)

Industrial Mix (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	976.0	39.2	12.45
DURABLE GOODS	519.5	40.1	13.08
NONDURABLE GOODS	456.5	38.0	11.57
Food & beverages-SIC 101-109	101.5	38.3	11.58
Tobacco prods.-SIC 151-153	1.8	38.1	22.68
Rubber & plastic prods.-SIC 162-165	46.9	38.2	10.92
Leather prods.-SIC 172-179	10.1	38.0	7.73
Textile prods.-SIC 181-189	31.4	39.9	10.81
Knitting mills-SIC 231-239	6.3	35.8	7.46
Clothing-SIC 243-249	26.8	36.4	7.26
Wood prods.-SIC 251-259	26.6	40.0	10.11
Furniture & fixtures-SIC 261-268	34.9	39.2	9.77
Paper & allied ind.-SIC 271-274	44.9	40.0	14.51
Printing, pub., & allied ind.-SIC 286-289	73.7	35.3	11.96
Primary metal ind.-SIC 291-298	61.9	41.2	15.77
Metal fabricating ind.-SIC 301-309	99.4	40.9	12.46
Machinery, except elec.-SIC 311-318	58.2	40.2	12.62
Transportation equip.-SIC 321-329	137.0	39.2	14.49
Electrical prods.-SIC 331-339	74.8	39.8	11.35
Nonmetallic min. prods.-SIC 351-359	26.7	42.0	13.38
Petroleum & coal prods.-SIC 365-369	9.2	47.1	15.77
Chemicals & chem. prods.-SIC 372-379	55.8	38.6	13.08
Misc. manufacturing ind.-SIC 391-399	48.1	36.9	10.63

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Barrie 2 (Toronto)
Belleville 2, 4 (Peterborough)
Brampton 2, 4 (Toronto)
Brantford 2, 4 (Hamilton)
Burlington 2, 4 (Hamilton)
Cambridge 2 (Hamilton)
Chatham 2, 4-6 (Windsor)
Cornwall 2, 4, 40
Guelph 2, 4 (Hamilton)
Halton Hills (Toronto)
Hamilton 2, 4, 15, 48
Kingston 2, 4, 10, 23
Kitchener 2, 4 (Hamilton)
London 2, 4, 10, 22-24
Markham 2 (Toronto)
Mississauga (Toronto)
Newcastle 2, 4
Newmarket 2 (Toronto)
Niagara Falls 2, 6 (Buffalo, NY)
North Bay 2, 4, 7, 9, 10, 32, 37, 52
Oakville 2, 4 (Toronto)
Oshawa 2, 4, 44
Ottawa 2, 4, 9, 10, 20-24, 26, 31, 36, 41, 42, 44, 48, 50, 52, 53
Peterborough 2, 4, 52
Pickering 2 (Toronto)
Richmond Hill 2 (Toronto)
St. Catharines 2 (Buffalo, NY)
St. Thomas 2-6 (London)
Sarnia 2, 5, 10, 23
Sault Ste. Marie 1, 4, 7, 10, 20, 23, 37
Stoney Creek 2 (Hamilton)
Stratford 2 (London)
Sudbury 2, 4, 7, 9, 10, 23, 37, 52
Thunder Bay 2, 4, 7, 9, 10, 17, 20, 22, 23, 37
Timmins 7, 9, 10, 32, 37
Toronto 2, 4, 8-14, 16, 18-25, 27-30, 33-35, 38-40 43, 45-54
Waterloo 2, 4 (Hamilton)
Welland 2, 3, 6 (Buffalo, NY)
Whitby 2, 4 (Toronto)
Windsor 2, 4-6, 9, 10, 20, 23, 44, 52
Woodstock 2, 4 (London)

Railroads

1. Algoma Central Rwy.
2. Canadian National Rwys.
3. Conrail
4. CP Rail
5. CSX Transportation, Inc.
6. Norfolk and Western Railway
7. Ontario Northland Rwy.

Airlines

8. Aeromexico
9. Air Canada
10. Air Canada-Air Ontario
11. Air France
12. Air Jamaica
13. Air Muskoka
14. Alitalia
15. Allegheny Commuter
16. American
17. Bearskin Lake Air Service
18. British Airways
19. BWIA Int'l
20. Canadian Airlines Int'l. Ltd
21. Canadian Airlines Int'l Attache
22. Canadian Airlines Int'l Ltd-Pacific Western
23. Canadian Intl. Commuter-Ontario Express
24. City Express
25. Commuter Express
26. Continental
27. Delta Connection-Business Express
28. Delta Connection-Comair
29. Eastern
30. El Al
31. First Air
32. Frontier Air
33. KLM
34. Lufthansa
35. Mall Airways
36. Nordair Metro
37. Norontair
38. Northwest
39. Olympic
40. Pem Air Limited
41. Piedmont
42. Quebecair-Inter Ltd.
43. Sabena
44. Skycraft Air Transport
45. Skywalker
46. Swissair
47. TAP Air Portugal
48. Tempus Air
49. United
50. USAir
51. Varig
52. Voyageur Airways
53. Wardair
54. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Barrie — 1e, 40g
Belleville — 2e, 41g
Brampton — 3e, 40g
Brantford — 4e, 42g
Cambridge — 5e
Chatham — 6e, 42g
Cornwall — 7e, 41g
Guelph — 8e, 42g
Halton Hills — 9e
Hamilton — 10e, 42g
Kingston — 11eg, 41g
Kitchener — 12eg
London — 13e, 42g
Markham — 14e, 40g
Mississauga — 15e, 40g
Newcastle — 16e
Newmarket — 17e, 40g
Niagara Falls — 18e, 40g
North Bay — 19e, 41g
Oakville — 20e, 42g
Oshawa — 21e, 40g
Ottawa — 22e, 40g
Peterborough — 23e, 40g
Richmond Hill — 24e, 40g
St. Catharines — 25e, 40g
St. Thomas — 26e, 42g
Sarnia — 27e, 42g
Sault Ste. Marie — 28e, 41g
Stoney Creek — 29e, 42g
Stratford — 30e, 42g
Sudbury — 31e, 41g
Thunder Bay — 32e, 41g
Timmins — 33e, 41g
Toronto — 34e, 40g
Waterloo — 35e, 42g

Welland — 36e, 40g
Whitby — 37e, 40g
Windsor — 38e, 42g
Woodstock — 39e, 42g

1. Public Utilities Cmsn.
   Box 7000, Barrie L4M 4V8
2. Utilities Cmsn.
   Box 939, Belleville K8N 5B6
3. Hydro-Electric Cmsn.
   50 Main St., S. Brampton L6W 3P7
4. Public Utilities Cmsn.
   Box 308, Brantford N3T 5N8
5. Hydro-Electric Cmsn.
   Box 1060, Cambridge N1R 5X6
6. Public Utilities Cmsn.
   Box 70, Chatham N7M 5K2
7. Cornwall Electric
   1001 Sydney St., Box 1179
   Cornwall K6H 5V3
8. Board of Light & Heat Cmsrs.
   104 Dawson Road
   Guelph N1H 1A7
9. Hydro-Electric Cmsn.
   66 Mill St., Georgetown L7G 3H7
10. Hydro-Electric Cmsn.
    Box 249, Hamilton L8N 3E4
11. Public Utilities Cmsn.,
    211 Counter St.,
    Box 790, Kingston K7L 4X7
12. Public Utilities Cmsn.
    (Hydro Elect. Cmsn.)
    P.O. Box 1118 (Box 9010)
    Kitchener N2G 4G7 (N2G 4L2)
13. Public Utilities Cmsn.
    Box 2700, London
    N6A 4H6
14. Hydro-Electric Cmsn.
    Box 1600, Markham L3P 3V7
15. Hydro-Electric Cmsn.
    3240 Mavis Rd.
    Mississauga L5C 3K1
16. Public Utilities Cmsn.
    Box 130
    Bowmanville L1C 3K9
17. Hydro-Electric Cmsn.
    500 Water St., Newmarket L3Y 1M5
18. Hydro-Electric Cmsn.
    Box 120, Niagara Falls L2E 6S9
19. Hydro-Electric Cmsn.
    1350 Fisher St., North Bay P1B 2H1
20. Hydro-Electric Cmsn.
    Box 1900, Oakville L6J 5E3
21. Public Utilities Cmsn.
    100 Simcoe St. S., Oshawa L1H 7M7
22. Hydro-Electric Cmsn.
    Box 8700, Ottawa K1G 3S4
23. Utilities Cmsn.
    Box 4125, Peterborough K9J 6Z5
24. Hydro-Electric Cmsn.
    Box 418
    Richmond Hill L4C 4Y6
25. Hydro-Electric Cmsn.
    Box 83, St. Catharines L2R 6R8
26. Public Utilities Cmsn.
    Box 400, St. Thomas N5P 3V4
27. Hydro Electric Cmsn.
    Box 2140, Sarnia N7T 7L6
28. Public Utilities Cmsn.
    Box 9000, Sault Ste. Marie
    P6A 6P2
29. Hydro-Electric Cmsn.
    Box 9220,
    Stoney Creek L8G 3Y2
30. Public Utilities Cmsn.
    Box 397, Stratford N5A 6T5
31. Hydro-Electric Cmsn.
    Box 250, Sudbury P3E 4P1
32. Hydro-Electric Cmsn.
    34 N. Cumberland St.,
    Thunder Bay P7A 4L4
33. Ontario Hydro
    700 University Ave., Toronto
    M5G 1X6
34. Hydro Electric System
    14 Carlton St., Toronto M5B 1K5
35. Hydro Electric Cmsn.
    Box 640, Waterloo N2J 4A3
36. Hydro-Electric Cmsn.
    Box 280, Welland L3B 5P6
37. Hydro-Electric Cmsn.
    Box 59
    Whitby L1N 5R8
38. Utilities Commission
    Box 1625,
    Windsor N9A 5T7
39. Public Utilities Cmsn.
    Box 245, Woodstock N4S 7X4
40. The Consumers' Gas Co., Ltd.
    100 Simcoe St.,
    Toronto M5H 3G2
41. Northern & Central Gas Corp., Ltd.
    245 Yorkland Blvd., Willowdale
    M2J 1R1
42. Union Gas Ltd.
    50 Keil Dr. N.
    Chatham N7M 5M1

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
London	21	69	165
Ottawa	12	69	152
Thunder Bay	5	64	141
Toronto	24	71	134
Windsor	24	72	137

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Bismuth (kg)	NA	3
Cadmium (kg)	1,512	8,602
Cobalt (kg)	2,484	47,034
Copper (kg)	280,634	674,643
Gold (g)	54,070	1,029,159
Iron ore (metric ton)	3,214	NA
Lead (kg)	8,500	8,984
Nickel (kg)	131,528	902,417
Selenium (kg)	336	6,213
Silver (kg)	336	100,457
Tellurium (kg)	8	234
Uranium (kg)	4,364	509,235
Zinc (kg)	323,057	411,574
Nonmetals		
Barite	NA	1,400
Gemstones	NA	77
Gypsum (metric ton)	1,439	18,736
Neptheline syenite (metric ton)	499	21,404
Quartz (metric ton)	926	10,627
Salt (metric ton)	5,724	140,489
Soapstone, talc, pyrophyllite	NA	11,476
Sulfur in smelter gas (metric ton)	498	50,107
Sulfur, elemental (metric ton)	NA	38
Fuels		
Natural gas (thous. m^3)	508	62,050
Petroleum, crude (m^3)	133	18,933
Structural Materials		
Clay products	NA	130,866
Cement (metric ton)	5,201	413,671
Lime (metric ton)	1,535	116,222
Sand & gravel (metric ton)	94,500	289,170
Stone (metric ton)	51,000	260,800

Total 1987 (preliminary) 5,656,635

DEVELOPMENT COUNSELORS:

Province Development Agency

Hildebrand, Bart, Dir. of Ind. Invest.
Plant Location & Munic. Liaison
Ministry of Industry, Trade & Tech.
Hearst Block, Queen's Park
Toronto, M7A 2E1
416/965-2085

Areas & Others

Bramptom
Robert Cranch, Dir., Bus. Dev.
The Corp. of the City of Bramptom
150 Central Park Dr.
L6T 2T9
416/793-4110

Brantford
Amos, David, Econ. Dev. Dir.
Berryman, Lloyd, Dev. Cmsr.
City of Brantford
City Hall
100 Wellington Sq., N3T 2M3
519/759-4150

Cobourg
Liberty, Frankie, Econ. Dev. Dir.
Diamond Triangle Econ. Dev. Cmsn.
1011 William St., K9A 4K2
416/372-5481

Guelph
Mairs, Jim
City of Guelph
City Hall, N1H 3A1
519/837-5600

Hamilton
Ghanem, Saad, Econ. Dev. Dept.
Macaluso, Gabe, Bus. Dev. Off.
Rea, Ronald, Bus. Dev. Off.
Reg. Municipality of Hamilton-Wentworth
119 King St. W.
P.O. Box 910, L8N 3V9
416/526-4233 or 4234

Kitchener
Thomson, William, Cmsr.
Bus. Dev. Dept., City of Kitchener
P.O. Box 118, N2G 4G7
519/885-7814

London
Heron, Douglas, Econ. Dev. Dir.
Corp. of the City of London
300 Dufferin Ave.
P.O. Box 5035, N6A 4L9
416/679-4545

Oshawa
Nicol, Robert, Econ. Dev. Dir.
Corp. of the City of Oshawa
50 Centre St. S., L1H 328
416/725-7351

Ottawa
Markey, Shaun C., Mktg. Mgr.
Dept. of Econ. Dev.
111 Sussex Dr., K1N 5A1
613/564-1632

Peterborough
McLeod, Alexander, Dev. Mgr.
City of Peterborough
500 George St. W., K9H 3R9
705/748-8844

Scarborough

Miele, Frank
Econ. Dev. Dept.
Borough of Scarborough
Civic Centre
150 Borough Dr., M1P 4N7
416/296-7743

Thunder Bay

Charbonneau, P. R., Gen. Mgr.
Thunder Bay Econ. Dev. Corp.
203-620 Victoria Ave. E.
P7C 1A9
807/623-2711

Toronto

Baxter, Donald M., Exec. Dir.
The Municipality of Metro Toronto
Office of the Chairman
2nd Fl., City Hall, M5H 2N1
416/947-8001

McHugh, Igantius
Ind. Liaison Mgr., Plng. & Dev. Dept.
City of Toronto
18th Fl. East Tower
New City Hall, M5H 2N2
416/367-7570

Whitby

Leigh, Norm, Mgr.
Business Development
Region of Durham
605 Rossland Rd. E., L1N 6A3
416/869-3763

PRINCE EDWARD ISLAND

PROVINCE INFORMATION:

Financial assistance to industry:

- Financial & technical marketing assistance
- Provincial loans & incentives for capital projects
- For information, please contact:
  Industrial Development Division
  P.E.I. Department of Industry
  P.O. Box 2000
  Charlottetown, P.E.I. CIA 7N8
  902/892-5445

Tax rates:

Corporate income tax	20%
Personal income tax	52.5% of basic federal
Commercial property tax	$1.50/$100
Non-commercial property tax	$.75/$100
Residential property tax	$.65/$100
Sales tax	10%
Franchise & incorp. tax	none
Inventory tax	none
Gasoline tax	8.3¢/litre
Diesel tax	10.1¢/litre

Advanced education facilities:

Four-year colleges & universities	1
Two-year or junior colleges	2
Vocational & business schools	4

Medical facilities:

Hospitals	6
Clinics	8

Labor analysis:

Civilian labor force	59,000 (1985 avg.)
High-school grads	1,585 (1985)

Environment Controls:

Air & Water Pollution: Prince Edward Island Dept. of Community Affairs, Box 2000, Charlottetown, C1A 7N8, 902/892-0311

POPULATION:

	Census 1981	Estimate 1987
	—Thousands—	
PRINCE EDWARD ISLAND	122.5	126.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
PRINCE EDWARD ISLAND	4.3	40.2	7.13
Charlottetown	1.3	38.5	8.23

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
PRINCE EDWARD ISLAND	59	9	14.9

(figures are unadjusted for seasonal variation)

Industrial Mix (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	4.3	40.2	7.13
Food & beverages–SIC 101-109	2.8	40.6	6.78

*employees paid by the hour, including overtime

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following name of city designate agencies listed below.

Charlottetown 1-6

Railroads

1. Canadian National Rwys.

Airlines

2. Air Canada
3. Air Canada-Air Nova Inc.
4. Canadian Airlines Intl. Ltd.
5. Canadian Airlines Intl. Commuter-Air Atlantic
6. Icarus Flying Service

CLIMATE:

	Mean Temp. F. Jan.	Mean Temp. F. Jul.	Average No. of Days of Precipitation
Charlottetown	20	65	169

UTILITIES:

Electric Utility Serving Charlottetown

Maritime Electric Co., Ltd., Box 1328, 134 Kent St., Charlottetown C1A 7N2

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Structural Material		
Sand & gravel (metric ton)	540	1,917
Total 1987 (preliminary)		1,917

DEVELOPMENT COUNSELORS:

Province Development Agency

Cameron, D. A., Dir.
Prince Edward Island Dept. of Industry
Box 2000, Charlottetown, C1A 7N8
902/892-5445

Areas & Others

St. Anthony

Parsons, John J., Town Mgr.
Town of St. Anthony
P.O. Box 128, AOK 450
709/454-3454

QUEBEC

PROVINCE INFORMATION:

Financial assistance to industry:

- No collateral investment loans
- Financing for R&D activities
- Lowest electricity rates
- Tax credits for investment & R&D
- Aid for job training
- No-fee consulting services:
  - Product & market information
  - Site selection, 200 Industrial parks
  - Finding joint venture partners
  - Promotion of licensing agreements

Tax rates:

Corporate income tax	5.9%
Personal income tax	14%-44%

Personal property tax ....none
Sales tax...9%
Incorporation tax ....none
Franchise tax ....none
Inventory tax ....none
Gasoline tax ....$.164/litre

Advanced education facilities:

Three-year universities 12
Two-year or junior colleges...............97
Vocational & business schools ....(12 included in above)

Medical facilities:

Hospitals 236
Clinics..109

Labor analysis:

Civilian labor force.................3,280,000
College grads................20,400 (annual)
University grads..........................17,100

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1987
	—Thousands—	
QUEBEC	6,438.4	6,570.4
Alma	26.2	26.0
Anjou	37.3	37.0
Aylmer	26.7	29.4
Beauport	60.4	63.3
Boucherville	29.7	31.4
Brossard	52.2	58.2
Cap-de-la Madeleine	32.6	32.9
Charlesbourg	68.3	69.3
Châteauguay	36.9	38.1
Chicoutimi	60.1	61.3
Côte-St-Luc	27.5	28.8
Dollard-des-Ormeaux	39.9	43.6
Drummondville	27.3	36.0
Gatineau	75.0	82.2
Granby	38.0	38.7
Hull	56.2	59.2
Jonquière	60.4	58.4
Lachine	37.5	34.7
LaSalle	76.3	75.8
Laval	268.3	286.8
Longueuil	124.3	125.9
Montréal	980.3	1,017.8
Montréal-Nord	95.0	90.0
Pierrefonds	38.4	39.9
Pointe-aux-Trembles	36.2	NA
Pointe-Claire	NA	26.3
Quebec	166.4	164.9
Repentigny	34.4	41.7
Rimouski	29.1	29.8
St. Eustache	29.7	32.6
Ste. Foy	68.9	69.9
St. Hubert	60.5	67.1
St. Hyacinthe	38.2	38.7
St. Jean-sur-Richelieu	35.6	34.7
St. Laurent	66.0	67.3
St. Léonard	79.4	75.7
Sept-Îles	29.2	25.3
Sherbrooke	74.1	74.7
Trois-Rivières	50.5	50.2
Valleyfield	29.6	27.8
Verdun	61.3	60.3

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Chicoutimi - Jonquiere	135.1	158.8
Montréal	2,828.3	2,943.0
Québec	576.1	606.9
Trois Rivières	106.0	129.4

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
QUEBEC	522.6	38.7	11.19
Chicoutimi-Jonquière	9.9	39.4	16.53
Drummondville	6.3	39.0	11.41
Montreal	295.5	38.5	10.77
Quebec City	23.1	38.3	10.97
Shawinigan	5.1	37.5	14.07
Sherbrooke	8.6	39.2	10.98
Sorel	4.9	39.5	16.23
St-Hyacinthe	4.2	35.8	10.86
Trois-Rivières	10.1	39.4	13.39

*employees paid by the hour, including overtime

Industrial Mix (8/87)*

	Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING	552.6	38.7	11.19
DURABLE GOODS	224.2	40.2	11.66
NONDURABLE GOODS	328.4	37.7	10.83
Food & beverages-SIC 101-109	61.0	37.8	11.40
Tobacco prods.-SIC 150-153	3.5	33.3	21.23
Rubber & plastic prods.-SIC 162-165	19.1	36.8	10.42
Leather prods.-SIC 172-179	8.3	37.8	7.49
Textile prods.-SIC 180-189	28.5	39.0	9.20
Knitting mills-SIC 230-239	10.9	40.6	7.37
Clothing-SIC 243-249	60.9	35.6	7.33
Wood prods.-SIC 250-259	35.6	40.2	9.63
Furniture & fixtures-SIC 261-268	21.6	39.8	8.80
Paper & allied ind.-SIC 271-274	46.0	39.1	15.38
Printing, pub., & allied ind.-SIC 286-289	36.5	35.3	12.53
Primary metal ind.-SIC 291-298	26.4	41.3	15.35
Metal fabricating ind.-SIC 301-309	35.5	39.9	11.24
Machinery, except elec.-SIC 311-318	18.8	38.4	11.58
Transportation equip.-SIC 321-329	37.0	40.2	12.96
Electrical prods.-SIC 331-339	32.7	40.1	12.00
Nonmetallic min. prods.-SIC 351-359	16.5	41.4	12.59
Petroleum & coal prods.-SIC 365-369	3.4	40.4	15.06
Chemicals & chem. prods.-SIC 372-379	26.0	40.7	12.44
Misc. manufacturing ind.-SIC 391-399	24.4	38.2	7.55

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

	Work Force Thousands	Unemployed Thousands	Unemployment Percent
QUEBEC	3,221	336	10.4

(figures are unadjusted for seasonal variation)

TRANSPORTATION:

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses. (M) = Montreal.

Alma 8
Anjou (M)
Aylmer 3 (Ottawa, Ont.)
Beauport 1 (Quebec)
Boucherville 1 (M)
Brossard 1
Cap de la Madeleine 3 (Quebec)
Charlesbourg 1 (Quebec)
Chateauguay 2 (M)
Chicoutimi 1 (37, 41, 42, 44 through Saguenay)
Cote-St.-Luc (M)
Dollard-des Ormeaux (M)
Drummondville 1, 3 (M)
Gatineau 3, 44
Granby 1 (M)
Hull 3 (Gatineau)
Jonquiere 1 (37, 41, 42, 44 through Saguenay)
Lachine 1, 3 (M)
LaSalle 2, 3 (M)
Laval (Ville de) (M)
Longueuil 1 (M)
Montreal 1-11, 14-41, 44-55
Montreal Nord 1 (M)
Outremont 2, 3
Pointe-aux-Trembles 1
Pointe Claire 1, 3 (M)
Quebec City 1, 3, 9, 12, 17-37, 41, 43, 44
Rimouski 1, 13
Ste. Foy 1 (Quebec)
St. Hubert 1 (M)
St. Hyacinthe 1, 3 (M)
St. Jean 1 (M)
St. Jerome 1, 3 (M)
St. Laurent 1 (M)
St. Leonard 1, (M)
Sept-Iles 9, 13, 41, 42, 44
Sherbrooke 1, 3 (M)
Trois Rivieres 1, 3 (Quebec)
Valleyfield 1, 2 (M)
Verdun (M)

Railroads

1. Canadian National Rwys.
2. Conrail
3. CP Rail
4. Delaware & Hudson Railway

Airlines

5. Aeroflot
6. Aerolineas Argentinas
7. Aeromexico
8. Air Alma
9. Air Canada
10. Air Canada-Air Ontario
11. Air France
12. Air Inuit
13. Air Satellite
14. Alitalia

15. American
16. British Airways
17. Canadian Airlines Intl. Ltd.
18. Canadian Airlines Intl. Attache
19. Canadian Airlines Int'l. Commuter-Air St. Pierre
20. City Express
21. Continental
22. Cubana
23. Czechoslovak Airlines
24. Delta
25. Delta Connection-Business Express
26. Eastern
27. El Al
28. Finnair
29. First Air
30. Iberia
31. KLM
32. Lan Chile S.A.
33. LOT
34. Lufthansa
35. Mall Airways
36. Nationair
37. Nordair Metro
38. Northwest
39. Olympic
40. Piedmont
41. Quebecair
42. Quebecair-Aviation Quebec Labrador Ltee
43. Quebecair-Les Ailes De Charlevoix
44. Quebecair-Quebecair-Inter Ltd.
45. Royal Air Maroc
46. Sabena
47. Skycraft Air Transport
48. Swissair
49. TAP Air Portugal
50. Tempus Air
51. USAir
52. Varig
53. Voyageur Airways
54. Wardair
55. Yugoslav Airlines

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Alma — 1e, 5e
Anjou — 5e, 4g
Aylmer — 5e, 3g
Beauport — 5e
Boucherville — 5e, 4g
Brossard — 5e, 4g
Cap de la Madeleine — 5e
Charlesbourg — 5e
Chateauguay — 5e
Chicoutimi — 5e
Cote-St-Luc — 5e, 4g
Dollard-des Ormeaux — 5e, 4g
Drummondville — 5e
Gatineau — 5e, 3g
Granby — 5e
Hull — 5e, 3g
Jonquiere — 7e
Lachine — 5e, 4g
LaSalle — 5e, 4g
Laval — 5e, 4g
Longueull — 5e, 4g
Montreal — 5e, 4g
Montreal N — 5e, 4g
Outremont — 5e, 4g
Pierrefonds — 5e, 4g
Pointe-aux-Trembles — 5e, 4g
Pointe Claire — 5e, 4g
Quebec City — 5e
Repentigny — 5e
Rimouski — 5e
Ste. Foy — 5e
St. Hubert — 5e, 4g
St. Jean — 5e
St. Jerome — 5e
St. Laurent — 5e
St. Leonard — 5e, 4g
Sept-lies — 5e
Sherbrooke — 5e, 6e, 2g
Trois Rivieres — 5e
Valleyfield — 5e, 4g
Verdun — 5e, 4g

1. Alma Electric System
   140 ru St. Joseph, sud, Alma, G8B 3R1
2. Gas du Quebec
   1717 Du Havre, Montreal H2K 2X3
3. Gazifere Inc.
   71 Jean Proulx, Hull
4. Gaz Metropolitain, Inc.
   1155 Dorchester W.,
   Montreal H3B 3S7
5. Hydro-Quebec
   75 Dorchester Blvd. W., Montreal H2Z 1A4
6. Hydro-Sherbrooke
   1800 rue Roy, Sherbrooke J1K 1B6
7. Jonquiere Electric Service
   1710 Ste.-Famille, Jonquiere G7X 7W7

CLIMATE:

	Mean Temp. F.		Average No. of Days of Precipitation
	Jan.	Jul.	
Montreal	16	71	164
Quebec	11	67	164
Sherbrooke	15	68	170

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Cadmium (kg)	90	509
Copper (kg)	56,378	135,533
Gold (g)	29,200	555,795
Iron ore (metric ton)	15,500	NA
Selenium (kg)	97	1,801
Silver (kg)	123	36,852
Tellurium (kg)	11	319
Zinc (kg)	93,200	118,737
Nonmetals		
Asbestos (metric ton)	510	166,377
Peat (metric ton)	300	26,250
Quartz (metric ton)	850	18,162
Soapstone, talc, pyrophyllite	NA	2,975
Sulfur in smelter gas (metric ton)	50	8,100
Structural Materials		
Clay products	NA	37,250
Cement (metric ton)	3,600	216,900
Sand & gravel (metric ton)	31,850	NA
Stone (metric ton)	37,925	189,625
Total 1987 (preliminary)		2,527,761

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SASKATCHEWAN

PROVINCE INFORMATION:

Financial assistance to industry:
Cost-shared mkt. & feasibility studies
Financial incentives for innovation & product development

Tax rates:
Corporate income tax ....small bus.: 10%
no corp. tax on mfg. income

Personal income tax .... combined federal & provincial based on sliding tax scale commencing at $12,014 with a tax rate of $74 + 6.09% up to an income of $62,667 with a tax rate of $25,238 + 58.07% on excess

Sales tax 7%

Incorp. & franchise tax .... none

Inventory tax .... none

Gasoline tax .... none

Advanced education facilities:

Universities	2
Institutions of applied arts & sciences	4
Community colleges	14
Vocational & business schools	25

Environment controls:

Air & water pollution: Dept. of Environ. & Public Safety, 3085 Albert St., Regina, Saskatchewan S4S 0B1, 306/787-6113

POPULATION:

Cities over 25,000

	Census 1981	Estimate 1987
	—Thousands—	
SASKATCHEWAN	968.3	1,011.0
Moose Jaw	33.9	35.1
Prince Albert	31.4	33.9
Regina	162.6	175.8
Saskatoon	154.2	179.7

Census Metropolitan Areas

	Census 1981	Estimate 1987
	—Thousands—	
Regina	164.3	187.2
Saskatoon	154.2	202.8

LABOR:

Manufacturing Payrolls

Average Hours and Earnings (8/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
SASKATCHEWAN		
21.9	35.9	12.06
Regina		
5.9	36.4	13.91
Saskatoon		
8.0	35.0	11.79

*employees paid by the hour, including overtime

Industrial Mix (8/87)*

Employment Thousands	Weekly Hours	Hourly Earnings $
MANUFACTURING		
21.9	35.9	12.06
DURABLE GOODS		
9.3	37.1	12.13
NONDURABLE GOODS		
12.6	34.8	11.99
Food & beverages-SIC 101-109		
5.7	34.2	12.25
Wood-SIC 251-259		
1.6	35.9	11.70
Printing, pub., & allied ind.-SIC 286-289		
3.2	33.8	10.00
Metal fabricating ind.-SIC 301-309		
1.5	35.6	11.54
Machinery, except elec.-SIC 311-318		
2.0	36.1	10.88
Electrical prods.-SIC 331-339		
0.8	45.0	13.04
Nonmetallic min. prods.-SIC 351-359		
1.1	38.9	12.34
Petroleum & coal prods.-SIC 365-369		
0.6	38.4	16.76

*employees paid by the hour, including overtime

Unemployment

Work Force and Rate (11/87)

Work Force Thousands	Unemployed Thousands	Unemployment Percent
SASKATCHEWAN		
485	36	7.4

(figures are unadjusted for seasonal variation)

TRANSPORTATION

Railroads & Airlines Serving Cities over 25,000

Note: Numerals following names of cities designate agencies listed below. Nearest airports shown in parentheses.

Moose Jaw 1, 2 (Regina)
Prince Albert 1, 2, 5
Regina 1-3, 5, 6
Saskatoon 1-6

Railroads

1. Canadian National Rwy.
2. CP Rail

Airlines

3. Air Canada
4. Canadian Airlines Intl. Ltd.
5. Canadian Airlines Intl. Commuter-Norcanair
6. Canadian Airlines Intl. Ltd.-Pacific Western

RAW MATERIALS:

Mineral Production

	Quantity Thousands	Value $ Thousands
Metals		
Cadmium (kg)	1	7
Copper (kg)	2,474	5,948
Gold (g)	946	18,002
Selenium (kg)	5	83
Silver (kg)	2	478
Tellurium (kg)	NA	17
Uranium (kg)	8,838	611,864
Zinc (kg)	1,431	1,823
Nonmetals		
Quartz (metric ton)	134	NA
Salt (metric ton)	448	24,506
Sodium sulfate (metric ton)	NA	23,223
Sulfur, elemental (metric ton)	10	1,102
Fuels		
Coal (metric ton)	9,910	111,500
Natural gas (thous. m³)	1,706	100,865
Natural gas by-products (m³)	203	17,221
Petroleum, crude (m³)	11,738	1,417,517
Structural Materials		
Clay products	NA	5,917
Cement (metric ton)	NA	17,904
Sand & gravel (metric ton)	13,850	29,775
Total 1987 (preliminary)		2,996,823

UTILITIES:

Electric & Gas Utilities Serving Cities Over 25,000

Note: Numerals following names of cities designate utilities listed below.
e = electric g = gas

Moose-Jaw — 1eg
Prince Albert — 1eg
Regina — 1eg
Saskatoon — 2e, 1g

1. Saskatchewan Power Corp.
   2025 Victoria Ave. Regina S4P 0S1
2. Saskatoon Electric Dept.
   414 Ave. B South, Saskatoon
   S7M 1M8

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Fax: 415/778-0985

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OBTAIN PUBLICATIONS AND INFORMATION LISTED BELOW BY CIRCLING CORRESPONDING NUMBER ON BROCHURE SERVICE REPLY CARD.

NEW ENGLAND

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17 CLASSIConnecticut provides information on economic incentives, labor laws, taxes and urban enterprise zones.

18 **New Waterbury, CT** To receive your media packet, which includes information on: financial resources and assistance, the labor market, location and transportation, site selection, utilities, government and taxes, call (203) 753-115.

16 **Waterbury Renewal & Economic Development Agency** has complete demographics and key information for site seekers anxious to make a profitable move. The free information package includes financial resources, labor market, location and transportation sites, community resources, government and taxes, utilities, and cultural activities. Additional information is provided on Waterbury's enterprise zone and the city's dynamic economy.

MID ATLANTIC

NEW JERSEY

19 **Pureland Industrial Complex, NJ** Send for free brochure describing South Jersey's largest and fastest-growing industrial park, which offers transportation availability, highway access, and an extensive amenity package (including a wildlife preserve) on its 3,000 acres. Find out why national and international companies are relocating to Pureland.

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20 **Sullivan County, NY** only 1½ hours from NYC, wants you to give us the business. Information packet includes socio-economic data, financing, business resource guide, and color brochures on what to see and do in our beautiful Catskill Mountains, like play on one of our 40+ golf courses!

PENNSYLVANIA

10 **Lehigh County, PA** The Plant Location Survey contains constantly updated information, anticipating the informational needs of business and industrial executives, and providing answers to most of the questions asked by individuals not familiar with the Lehigh County area of Pennsylvania.

23 **Greater Wilkes-Barre, PA** — you should see us now! Contact the Greater Wilkes-Barre Partnership, Inc. about the northeast's most profitable combination of: Economical overnight delivery to one-third of the nation's population; skilled labor force with a strong work ethic; abundant surplus of water and low cost energy; high-quality, low-cost lifestyles with ideal recreational activities in the nearby Pocono Mountains; highly rated educational facilities ranked within the top 10% of the nation; sixth lowest crime rate in the United States.

24 **Schuylkill County, PA** Surrounded by I-81, I-80 and I-78, offering uncomplicated quick delivery to 70 million customers within a 300 mile radius. "Schuylkill County Profile" color brochure is available free. SEDCO provides all your information needs. All requests are confidential. Call Edward Dunleavy at 717-622-1954 or write 201 East Laurel Blvd., Pottsville, PA 17901.

SOUTH ATLANTIC

DELAWARE

26 **State of Delaware** See how you can cut your location decision down to size. Comprehensive literature details reasons for choosing the "Small Wonder": unique location, favorable business climate, productive growing labor force, and tax cuts and incentives for business in general, banking and food processing.

FLORIDA

27 **Broward Economic Development Board, FL** Broward offers a, "Guide Book to Broward County," listing businesses, major employers, and industries; office and industrial parks, industrial site map, and life-style information. The "Broward Market Profile" contains current demographics, labor, financing, education, and transportation. Also has a computerized data bank of available facilities.

28 **Southeastern Investment Properties, Inc. FL** — From office buildings to office parks, from warehouse space to industrial parks, Southeastern Investment Properties has a range of outstanding facilities for your consideration. Put our experience and our commitment to personalized service to work for you today. LET US SHOW YOU THE CENTRAL FLORIDA WE KNOW.

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29 **Atlanta Gas Light Company Industrial Development, GA** Give your new plant a quick start in Georgia. Call the Atlanta Gas Light Company Industrial Development specialists at 404-584-3844. We can help with site selection, employee training, environmental permitting as well as service your energy needs.

30 **Municipal Electric Authority of Georgia** has the following free literature available: Industrial Developers Guide gives 48 communities' vital statistics in executive summary format, with local contact information and a system map. "Full Services Cities" brochure explains the advantages MEAG cities offer with Georgia's uniquely competitive power supply system of joint ownership and customer choice.

31 **Savannah Economic Development Partnership, GA** Now is the time to make a move on the available sites and buildings in Savannah's broad inventory of locations. Send for our brochure, "Take Advantage of the Sites of Savannah." Read about the Savannah Economic Development partnership in the *Site Selector's Manual* - profiling information on markets, transportation specifics, labor training, incentives and community support.

MARYLAND

32 **Baltimore Gas & Electric** serves the Baltimore/Washington market with lower industrial electric costs than any major East Coast metropolitan area. Send for free rate comparisons, regional site data, and market trends.

14 **CSX Transportation** has a 20 page brochure providing a cross-section of typical construction costs for manufacturing and warehousing buildings in 20 eastern, midwest and Southeastern States. Also, data on available buildings from 1,500 - 1,000,000 sq. ft.

73 **State of Maryland** Comprehensive publications and services are offered to businesses interested in the state. Available information includes socio-economic data, cultural information, financing, industrial properties, taxes, foreign trade zones, enterprise zones, business regulations, etc.

NORTH CAROLINA

77 **Alexander County, NC** is blessed with the beauty of the mountains, the moderate climate of the Piedmont, and abundant resources. Its industrious citizens have combined and utilized its wealth of resources in such a manner that it has become one of the faster growing counties in the state.

78 **Charlotte, NC** Where America first discovered gold, it's now discovering wealth. Discover Charlotte. 90 minutes by air from New York. Chicago and Miami. One day away by truck. Plus, a new airport offering direct and non-stop access to over 100 cities. Discover a utility cost structure among the lowest in the nation. Low taxes. A local labor force exceeding 670,000 in a right-to-work state ranking dead last in work stoppages. Call Bill Millett at 704/377-6911.

79 **Gaston County, NC** "The Lure of Gaston County" includes the growing Charlotte-Gastonia-Rock Hill metro area, business attributes to improve your bottom line, and lifestyle amenities to tickle any fancy. Send for our "bait!"

75 **Greensboro Area Chamber of Commerce, NC** For information on: Sites, buildings & community data, please write or call: Mr. Max Hipp, C.I.D. or Marc Bush 919/275-8675 Greensboro Area Chamber of Commerce, 330 South Greene Street, Greensboro, NC 27401.

76 **State of North Carolina** "The North Carolina Story" explains why NC has led the Southeast in industrial growth in recent years. Industrial data file contains facts on financing, manpower, transportation, energy, legal aspects and lifestyles.

VIRGINIA

35 **Henrico County, VA** One of only ten counties in the entire U.S. to receive AAA bond ratings from both Moody's and Standard and Poor's. Henrico is a locality that takes its business as seriously as you take yours. Send for more information about this beautiful area.

34 **Prince William County, VA** The following publications are available upon request: Prince William County Development Guide; Prince William County, VA: A Community Profile; Regardies Regional Report; and the Prince William County Annual Report. Call 703/335-6680 for further information.

EAST NORTH CENTRAL

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3 **Central Illinois Light Company** CILCO serves central and east central Illinois with electricity and natural gas. The area offers abundant resources for business relocation and expansion. For information about incentive rates and available buildings and sites, circle # or call 309/672-5015.

72 **Central Illinois Public Service** serves Southern, Eastern and Western Illinois with electricity and/or natural gas—over 500 communities. Full business assistance services, e.g. site tours, available property file, community profiles, etc., are available to business prospects and existing industries.

40 **Lake County IL** — Midway between Chicago and Milwaukee, Lake County is at the center of a metropolitan area of eight million people. The County offers an abundance of undeveloped land and 25 miles of Lake Michigan Shoreline.

41 **Northern Illinois Gas** Informative folder contains information on rates, territory, and facts about natural gas, as well as an annual report.

54 **QUAD CITIES Iowa & Illinois** (Davenport-Moline-Rock Island MSA) The Quad-City Development Group provides industrial and commercial sites and buildings information/tours plus comprehensive demographic/marketing data. Fulltime staff available.

42 **Waukegan/Lake County, IL** is the Great American County! Situated on Lake Michigan in the midst of the Chicago and Milwaukee markets. Lake County ranks as the second wealthiest in the state of Illinois. It is a fantastically growing area.

INDIANA

36 **Indiana Department of Commerce** "Indiana. We'll help you make it" gives key facts about Indiana's many advantages from low taxes to transportation, and outlines innovative economic development programs in labor training, financial, and regulatory assistance.

37 **Northern Indiana Public Service Company** This area has the resources, the facilities, and the know-how to support a wide variety of commercial and industrial businesses. Let Northern Indiana Public Service Company provide you with an information packet to help you make your location decisions.

MICHIGAN

38 **Consumers Power Co., MI** has indepth information of Michigan cities: facts and figures to give you an eye-opening look at what your competitors may be missing and personal site selection assistance to help you find exactly what you need. If you are future-oriented, call the Economic Development Team at 1-800-331-9366 (in Michigan 1-800-752-8361).

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1 **American Electric Power** Two operating subsidiaries serve 60 of the 88 counties in Ohio. Get community profiles and our Location Assistance Kit to provide you with details on many attractions available.

45 **Cincinnati Gas & Electric, OH** Once you have seen the alternatives, you will see the advantage in Greater Cincinnati. Write for "The Greater Cincinnati Advantage."

43 **Toledo Edison, OH** Centrally located within a two-hour drive of the nation's manufacturing core. Toledo gets shipments there "just in time." Send for descriptive brochure.

WISCONSIN

46 **Kenosha Area Development Corp.** Informational packets include brochures which describe; available financial assistance, sites, economic and demographic data, educational resources and market information for the Kenosha area. Kenosha is located on Lake Michigan, and is less than one hour from both Chicago and Milwaukee.

EAST SOUTH CENTRAL

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47 **Dothan-Houston, AL** "Our Accent is on Living." A complete community profile outlining the advantages of doing business in southeast Alabama, including population data, transportation, labor and wages, utilities, taxes, financing industrial park maps and quality of life information.

48 **The Metrolpolitan Development Board** is happy to respond to inquiries for information on demographics, cost of living, wage and tax rates, labor markets, available sites and facilities, quality of life and other factors relating to economic development and business location.

KENTUCKY

49 **East Kentucky Power** Detailed site and community information on prime industrial locations as analyzed in an area study by The Fantus Company. Includes all data for initial location planning plus 4-color aerial photos of sites.

WEST NORTH CENTRAL

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55 **Iowa Southern Utilities** New, 30,000 sq. ft. SHELL BUILDING, immediately available at very favorable terms (below actual cost) in Washington, Iowa. Iowa is a Right To Work state. Workforce readily available. For more information on this and other properties, contact: Ron Padavich, Manager Area Development, Iowa Southern Utilities Co., Centerville, IA 52544 515-437-4400.

54 **QUAD CITIES Iowa & Illinois** (Davenport-Moline-Rock Island (MSA) The Quad-City Development Group provides industrial and commercial sites and buildings information/tours plus comprehensive demographic/marketing data. Fulltime staff available.

KANSAS

9 **Kansas Gas and Electric Company** provides electric service to more than 130 towns and cities, including Wichita, in south central and southeast Kansas. Industrial customers — and certain commercial enterprises — can earn a 50% DISCOUNT on ELECTRIC POWER COSTS by building new facilities here (or expanding present ones) and creating new jobs.

56 **State of Kansas** For more information on "The Real Kansas," send for a copy of the Kansas Data Booklet. Information is available on incentives, financing, utilities, labor, education and training. Contact Bill Thompson, Kansas Department of Commerce, 400 West 8th, Suite 500, Topeka, KS 66603, 913-296-3483. Let us open your eyes to the Real Kansas.

MINNESOTA

57 **St. Paul Port Authority, MN** St. Paul Energy Park, a brochure describing this unique, mixed-use light industrial park midway between the St. Paul and Minneapolis CBI's. The PA offers sites and financing anywhere in St. Paul.

MISSOURI

16 **Missouri Public Service** provides an informative brochure that describes Western Missouri's strengths regarding venture financing, industrial mix, workforce, transportation networks, and housing cost comparisons.

NEBRASKA

60 **Union Pacific Realty Company** is actively engaged in a broad mix of land and building development, including speculative and build-to-suit projects, with emphasis on suburban office, suburban high-tech, and research and development facilities, located in major metropolitan markets. Union Pacific Realty is a subsidiary of Union Pacific Corporation in New York.

WEST SOUTH CENTRAL

ARKANSAS

62 **Arkansas Power & Light** Send today for your free POWER KIT from AP&L. It's an executive's guide telling how to turn [illegible] benefits into powerful advantages for you. Write Steve Strickland, Manager, Business Development, P.O. Box 551, Little Rock, AR 72203, or call 501/377-4440.

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65 **Lafayette Economic Development Authority (LEDA)** Located in the heart of Cajun Country at the intersection of Interstate 10 and I-49. . .this area is known as the Silicon Bayou. Two community owned industrial parks, one Hi-Tech, one Manufacturing. . .Industrial Revenue Bond availability. . .we're ready! Ask for brochures, video tape, community audit, local and state incentives. Circle the number. . .NOW!

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74 **State of Oklahoma** Send for information regarding Oklahoma's new tax law eliminating property tax on industry. Also, brochure describing Oklahoma's best-in-the-nation Vo-Tech program for new and established industry.

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66 **Abilene, TX** complete information on a package deal in the heart of Texas with available sites and buildings, a favorable tax structure, wage and benefit data, and other pertinent amenities for manufacturers. Ask for the facts on the Profit Center of the Southwest.

67 **City of Garland:** Garland is the largest suburban City in Dallas Metro. Published materials available providing community data in both English and Japanese format. Custom site location and other development services offered free on a confidential basis.

11 **Lewisville, TX** offers the diversified economy and unlimited growth potential few cities can match. With the City's economical tax base and accessibility to international and regional market, Lewisville boasts a stable and prospering environment for commercial and industrial development.

68 **Middle Rio Grande Region of Texas** Nine county area between San Antonio and the Mexico border. Free and confidential information on Demographics, industrial sites, business assistance programs, support services, transportation, Mexico, maquiladoras, Foreign Trade Zones, local financial institutions, governments financing, and job training.

5 **Farmers Branch, TX** Fact sheets on transportation, taxes, demographics and industrial sites explain why nearly half of Fortune 500's top companies have located in Farmers Branch.

MOUNTAIN

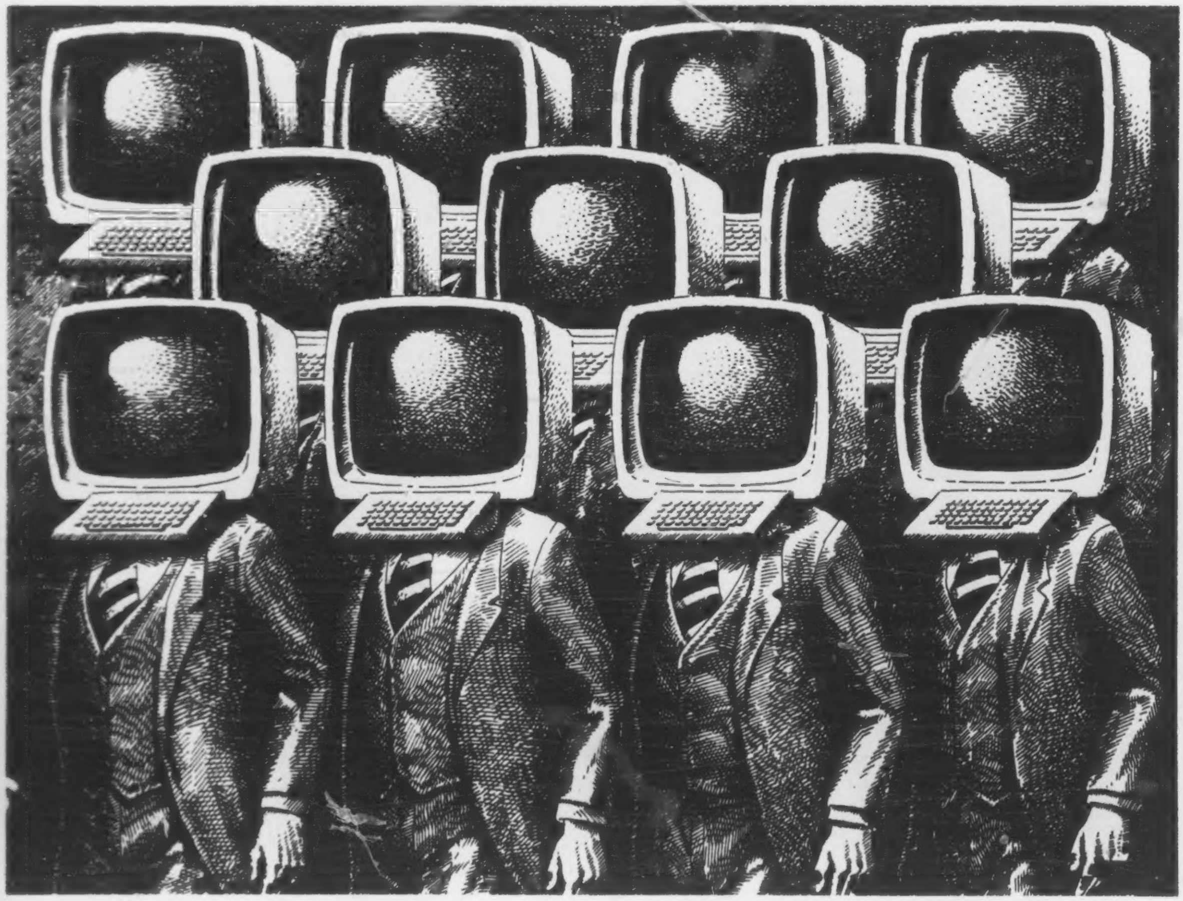
ARIZONA

13 **Arizona Public Service-Arizona** is a state of opportunity and growth. For over 100 years, Arizona Public Service (APS) has been committed to bolstering this growth as well as helping Arizona's people and businesses realize their dreams.

ADVERTISING INDEX

Circle No.	Advertiser	Page No.
NEW ENGLAND		
CT	**CONNECTICUT**	
17	Conn. Dept. of Econ. Dev.	41
12	Simmons-Boardman	5
18	New Waterbury	42
16	Waterbury Renewal	39
MIDDLE ATLANTIC		
NJ	**NEW JERSEY**	
19	Pureland	53
15	Port Authority of NY/NJ	27
NY	**NEW YORK**	
8	Intermodal Age	13
22	Metro Buffalo	59
21	New York Dept. of Commerce	57
15	Port Authority of NY/NJ	27
20	Sullivan County IDA	56
PA	**PENNSYLVANIA**	
10	Lehigh County EDC	62
24	Schuylkill Econ. Dev.	63
25	West Penn Power	65
23	Wilkes-Barre	61
SOUTH ATLANTIC		
DE	**DELAWARE**	
26	Delaware Dev. Office	69
FL	**FLORIDA**	
27	Broward County	70
28	Southeast Investment Properties	75
GA	**GEORGIA**	
29	Atlanta Gas & Light	76
30	MEAG	77
2	Norfolk Southern	IFC
31	Savannah Econ. Dev.	78
MD	**MARYLAND**	
32	Baltimore Gas & Electric	81
14	CSX Transportation	23
73	Maryland Econ. Dev. Cmsn.	IBC
NC	**NORTH CAROLINA**	
77	Alexander Cham. of Comm.	88
78	Gtr. Charlotte Econ. Dev.	89
79	Gaston County Econ. Dev.	91
75	Greensboro Cham. of Comm.	84
76	North Carolina Dept. of Comm.	87, 94
80	Rowan County Econ. Dev.	93
VA	**VIRGINIA**	
35	Henrico County	99
34	Prince William County	97
33	Richmond Metro	96C
EAST NORTH CENTRAL		
IL	**ILLINOIS**	
3	Central Ill. Light Co.	115
72	Central Ill. Public Service	2
40	Lake County Econ. Dev.	112
41	Northern Ill. Gas Co.	112A
39	People's Energy	111
54	Quad City Dev.	140
42	Waukegan Cham. of Comm.	113
IN	**INDIANA**	
36	Indiana Area Dev.	103
37	Northern Ind. Public Service	105
MI	**MICHIGAN**	
38	Consumers Power	109
OH	**OHIO**	
1	American Electric Power	16
44	Centerior Energy	118
45	Cincinnati Gas & Elec.	119
43	Toledo Edison	117
WI	**WISCONSIN**	
46	Kenosha Area Dev.	123
EAST SOUTH CENTRAL		
AL	**ALABAMA**	
48	Birmingham Metro	127
47	Dothan Cham. of Comm.	126
KY	**KENTUCKY**	
49	East Kentucky Power	129
50	Louisville Gas & Elec.	130
TN	**TENNESSEE**	
52	Dickson County Cham. of Comm.	135
51	Henderson Muni. Power & Light	133
53	Memphis Area Cham. of Comm.	137
WEST NORTH CENTRAL		
IA	**IOWA**	
55	Iowa Southern Utilities	143
54	Quad City Dev.	140
KS	**KANSAS**	
56	Kansas Dept. of Commerce	144
9	Kansas Gas & Electric	146
MN	**MINNESOTA**	
57	St. Paul Port Authority	151
MO	**MISSOURI**	
58	Bootheel Reg. Planning	152
16	Missouri Public Service	11
59	Southeast Missouri Planning	153
NE	**NEBRASKA**	
60	Union Pacific Realty	155
WEST SOUTH CENTRAL		
AR	**ARKANSAS**	
62	Arkansas Power & Light	162
61	Southwest Arkansas Water	161
LA	**LOUISIANA**	
65	Lafayette Econ. Dev. Auth.	167
64	Port of Iberia	165
63	South Louisiana Econ. Council	164
OK	**OKLAHOMA**	
74	Oklahoma Dept. of Commerce	BC
69	Tulsa Econ. Dev.	174
TX	**TEXAS**	
66	Abilene Ind. Fdtn.	168
5	Farmers Branch	169
67	Garland Econ. Dev. Bd.	170
4	Gulf States Utilities	10
68	Middle Rio Grande	173
MOUNTAIN STATES		
AZ	**ARIZONA**	
13	Arizona Public Service	15
ID	**IDAHO**	
6	State of Idaho	8
NM	**NEW MEXICO**	
70	Albuquerque Econ. Dev.	188
WY	**WYOMING**	
71	Wyoming Econ. Dev.	183, 185, 187, 189
PACIFIC		
CA	**CALIFORNIA**	
7	Pacific Gas & Electric	7
MULTIPLE AREAS		
1	American Electric Power	16
14	CSX Transportation	23
2	Norfolk Southern	IFC

All too often, you can become just another face in the crowd simply by following it.



Following the crowd is no way for any hi-tech company to select a new location. You'd overlook more than you can imagine.

A site in Maryland, for example, gives you access to a pool of over 107,000 scientists and engineers. Where else can you find such a concentration of talent? Nowhere in the country.

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Maryland
More than you can imagine.

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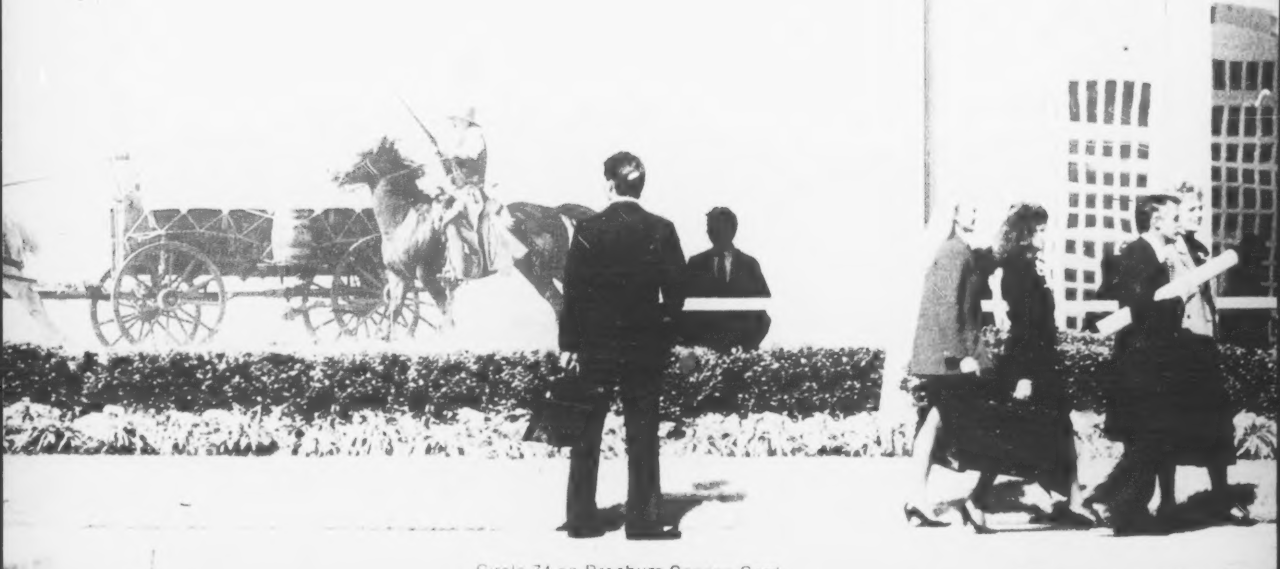
To find out how the changing face of Oklahoma can change the productivity and performance of your business, call or write:

Director of Business Development
Oklahoma Department of Commerce
6601 Broadway Extension
Oklahoma City, OK 73116-8214
(Outside Oklahoma) 800-443-OKLA
(Within Oklahoma) 800-522-OKLA

OKLAHOMA



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